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Trade Fairs in 64 Countries
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International Trade Winds

Company News

CHEMICALS—The Steuber Co. Inc., of New York, has founded a sales subsidiary in Germany, Steuber Europa Chemiehandel G.m.b.H., with headquarters in Cologne. The new company is to sell the parent company's chemical products in the German and other European markets.

CONSTRUCTION—Badger N.V., The Hague, the Dutch subsidiary of Badger Co., Cambridge, Mass., has completed construction of a lube oil refinery for Shell and B.P. South African Manufacturing Co. on a site adjacent to the existing Shell and B.P. refinery near Durban, South Africa. Under the contract, Badger N.V. has been responsible for the design, construction, engineering, and procurement for the project. A further contract has been awarded Badger N.V. to expand the existing Durban refinery. This project will involve the construction of a fluid catalytic cracking unit, hydrofluoric acid alkylation plant, and extensive supporting facilities.

FARM IMPLEMENTS—J.I. Case Co., Racine, Wis., has licensed Companhia Industrial Sta. Matilde S.A., of Rio de Janeiro, to manufacture and distribute Case model 960 combines. Case reports that the first production machines will be assembled by the Brazilian heavy equipment firm this fall. The model 960 combines, suited for the field crops grown there, have been sold previously in Brazil, but had been assembled in the United States.

SYNTHETIC FIBERS—Fibras Esso, S.A., a subsidiary of Standard Oil of New Jersey, has begun processing Nylon-6 yarn at its new $30 million plant in Zaragoza, Spain, The firm expects to reach full production of 5-6,000 tons annually by 1972.

Newsletter

A Commerce Dept. economist specializing in Latin American affairs will be in Argentina during July and August making an on-scene study of that country's current and potential market for U.S. goods and services. His observations and other well-checked data will be incorporated in an upcoming Bureau of International Commerce Market Series publication, "Argentina—A Market for U.S. Products."

Tallying last month's industrial assembly equipment, fasteners and adhesives show at the Milan U.S. Trade Center: 1290 registered trade visitors bought $107,250 off the floor and made other purchases that will amount to an estimated $2,778,000 in the next year. Two agency agreements concluded, nine more under negotiation.

It's San Diego, Los Angeles, San Francisco, Portland and Seattle in the fall for Eximbank-FCIA seminars explaining to new exporters how to make best use of these agencies' credit, insurance and guarantee services. Small businessmen are specially invited; bank personnel with limited export experience, too. Meanwhile Commerce Field Offices are holding seminars and workshops on associated export matters—our weekly Calendar for International Traders has the dates and places.

LIFE means food—in this case it is a new consortium of food technologists from U.S. industry and professional groups that has an AID grant to channel U.S. know-how on food production and distribution all over the world, and send experts from a pool of 100,000 specialists where they can help in the food-short nations. The American Association of Cereal Chemists, Institute of Food Technologists, American Oil Chemists' Society, American Chemical Society, American Institute of Nutrition, and Volunteers for Int'l Technical Assistance are participating.

Hydrotechnic Corp., New York-based engineering firm that had planned the entire water system of the huge Italsider steel plant at Taranto, Italy, came away from the Milan U.S. Trade Center's show of water pollution control equipment with a six-figure contract. Also with a comment: "The organization and publicity of this exhibition and symposium with the Italian Federation of Scientific and Technical Associations provided an opportunity for meeting many technical personnel...Northern Italy is just running out of clean new water sources, and is going to have to do something about it. That's what we are here for." Now to PURAQUA, a similar show set for Rome in February 1969.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

Photos of past U.S. Exhibitions at overseas international trade fairs set the scene for our semi-annual listing of trade shows around the world. The latest list details exhibitions in 64 countries from Afghanistan to Zambia, including addresses of fair managements, where available. Fairs scheduled through 1970 are included, and a cross-reference listing following the country-by-country section shows at a glance what fairs are planned throughout the world in any given product line.

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Special Report

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World trade growth lags

Exports climbed to $191 billion last year, but rate of increase dropped

Free-world merchandise trade expanded to another record high in 1967, but its rate of increase fell considerably short of the rise in the last few years.

Exports reached a level of $191 billion, $9 billion above 1966. Reflecting economic slowdowns in leading industrial markets, the annual increase in foreign shipments plummeted to 4.9% from the 9.8% average growth of the previous four years.

Developed countries supplied nine-tenths of the rise in world exports, bringing total deliveries to $151 billion. The advance was credited to the greater volume of goods moving abroad from these nations; on balance, price changes were minimal. Although the 5.5% rate of increase for the more economically advanced areas was much smaller than in 1966, the deceleration was even sharper for the developing countries. Sales by the latter group were adversely affected by reduced demand and lower prices for its products, stemming mainly from the sluggish performance of the U.S. and West European economies.

The bulk of the increase—more than four-fifths—in imports of goods into world markets was absorbed by the developed nations. This was roughly the same proportion of the rise as in the preceding year. Purchases of foreign products by the developing nations again provided about a sixth of the increase in 1967.

Although its export growth moderated for the second successive year, Western Europe provided a larger proportion of world shipments than in 1966. The region's foreign sales expanded by 5.1% to a level of $91.4 billion, compared with a gain of 9.2% in the preceding year. The trade slowdown reflected the most marked economic slackening since 1958 in the area's two major market groups.

Smaller rates of gain in shipments by all members except the Netherlands held the rise in exports by the European Economic Community to 6.6%, following an advance of a tenth in 1966. The value of deliveries was higher for each of the Common Market countries, bringing the total for the Six to $56 billion. Sales among members were less buoyant than to other markets, due mainly to weaker demand in Germany.

Exports to the United States, valued at $4.4 billion, accounted for a slightly larger share of EEC shipments—7.9%—than in 1966. Deliveries to the Communist countries of Europe and to Mainland China were a fourth higher in 1967, but represented only 4.5% of EEC exports.

Foreign sales of the European Free Trade Association inched up by 2% to $29 billion. This was less than a third of the growth a year earlier. The deceleration was principally a consequence of the fall-off in shipments by the United Kingdom, whose trade is equal to the combined total of the other six members. Each of these countries showed sizable gains in deliveries to foreign markets, with half achieving a faster growth rate.

Intra-EFTA exports quickened in 1967, accounting for 85% of the group's trade increase and one quarter of their foreign sales. This growth was apparently due in part to the elimination at the beginning of the year of the remaining tariff barriers on industrial goods for member nations. The upsurge of 10.5% in trade with EFTA partners to a total of $7 billion was in contrast to small sales declines to the United States and the EEC. Shipments to the Communist areas of Europe advanced by almost a sixth.

Arrivals of goods into West European countries showed a smaller rate of advance—3.3% compared with 8.2% in 1966. Common Market imports, valued at $55 billion, were slowed by the absolute decline in Germany's foreign purchases. The reduction of 4%, the country's first since World War II, was attributable to its lower rate of economic activity during much of the year. Except for the leveling in Belgium-Luxembourg, receipts of merchandise were higher in the rest of the Community. Sparked by high levels of industrial production, Italy recorded the trading area's fastest expansion in imports with a rise of 13%.

With a near doubling of the growth rate in purchases abroad by the United Kingdom and Norway, EFTA's imports rose slightly more rapidly than in 1966. EEC purchases from the United States were somewhat lower. The decrease reduced our share of that market to 10.7% in 1967, continuing the downtrend evident in recent years. Our relative position in EFTA, however, held at a tenth of their total imports.

Canadian exports reached a peak value of $11 billion. The rise of 10.4% fell short of the gain achieved in 1966, largely as a consequence of weakness in the U.S. market. This country absorbed an additional billion dollars of Canadian goods in 1967. Sales to the Soviet Union, on the other hand, fell by $178 million due to lower wheat shipments. Counterbalancing the decline was an almost equivalent growth in exports to Japan.

The slowdown in the Canadian economy cut growth in imports to 8%, compared with more than twice that rate in 1966. Nearly all of the increased arrivals into Canada came from the United States, boosting our share of that market to over 73%. U.S.-Canadian trade in both directions was strongly stimulated by greater movements of automotive products under the duty-free agreement of 1965.

Japan's exports were less expansive, as in 1966. Contributing importantly to the deceleration in 1967 was the leveling in shipments to the United States. Foreign sales of $10.4 billion to all markets were 6.8% higher, following a rise of

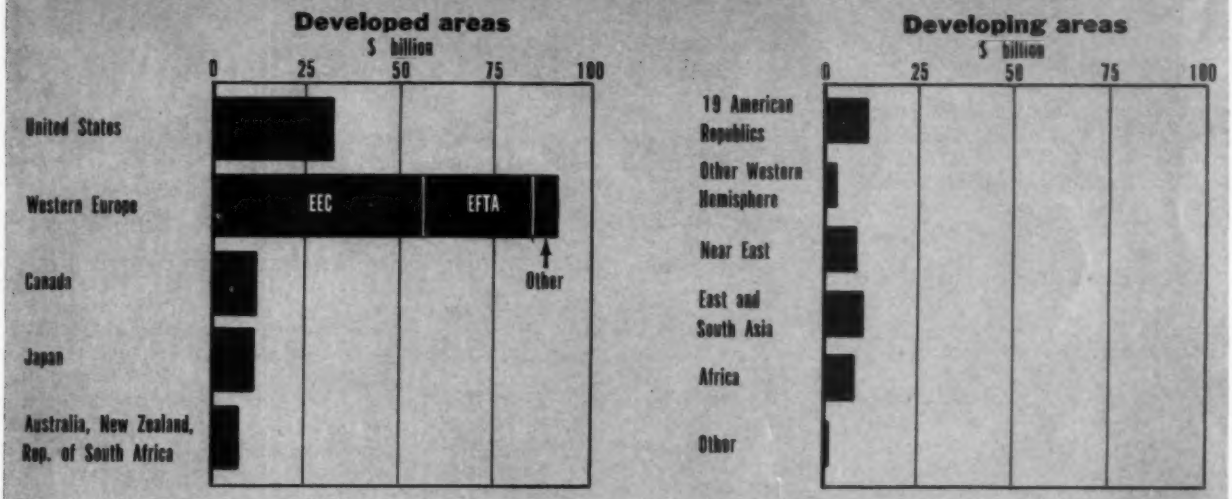
New Commerce service to exporters

A new Export Information Center has been established by the U.S. Department of Commerce to handle business inquiries about international trade and investment, and to insure that all relevant Government resources are brought to bear in each case.

Liaison will be maintained with other Government agencies having an interest in international trade and investment, such as the Department of Agriculture, the Agency for International Development, the Small Business Administration, and the Department of the Interior.

A reception center will be located in the lobby of the Main Commerce Building near the 14th Street entrance. Other offices will be maintained in the Office of International Trade Promotion, Room 6325, Main Commerce Building, Washington, D.C., 20230, Telephone 202-967-2793 or 202-967-3181.

Developed nations provide four-fifths of world exports



Free world exports by developed and developing areas, 1967

Area and country	Value $ billion	% change from 1966
Developed areas, total	151.0	+ 5.5
United States	[1]31.6	+ 4.0
Western Europe	91.4	+ 5.1
EEC	56.1	+ 6.6
EFTA	29.1	+ 2.0
Canada	11.0	+ 10.4
Japan	10.4	+ 6.8
Australia, New Zealand, Rep. of South Africa	6.4	+ 7.9

[1]Includes military grant-aid shipments.

Area and country	Value $ billion	% change from 1966
Developing areas, total	39.9	+ 2.8
19 American Republics	11.1	+ 0.5
Other Western Hemisphere	2.5	+ 4.6
Near East	8.3	+ 8.2
East and South Asia	10.0	+ 2.1
Africa	7.7	+ 1.4
Other countries	0.3	− 6.2
Total	190.9	+ 4.9

15.7% in the preceding year. Imports, on the other hand, continued their steep climb to a record 22% above 1966, as the country's economy boomed. This was the highest rate of expansion among the major industrial nations. With real gross national product rising by 14% and industrial production a fifth higher, demand was stimulated for foreign capital equipment and industrial supplies. The United States provided more than a fourth of Japan's foreign purchases, fractionally less than in the preceding year.

In contrast to most other developed nations, Australia and the Republic of South Africa stepped up the pace of their trade. Exports of these countries grew by 10.2% and 14.2%, respectively. Australia benefited from heavier foreign shipments of wheat and iron ore; South Africa, from improved sales of maize and refined copper. Imports of these two primary producers climbed in 1967, after turning down in the previous year. Australia's purchases abroad increased following the general upturn in economic activity. Relaxation of South African import controls led to a surge in buying of foreign goods. New Zealand's exports as well as imports contracted in the most recent 12 months. The trade decline resulted from a sluggish domestic economy and falling wool prices abroad.

Weaker demand for industrial materials in the United States and other key developed nations held the export rise of the developing areas to around a billion dollars compared with more than twice that value in 1966. The slippage in the growth rate of foreign shipments stemmed from the reduction in quantities sold and lower prices for minerals, metals, and agricultural non-food products. The comparatively modest advance in sales abroad cut to about a fifth the contribution of these nations to world exports. At the beginning of the decade, their market share was closer to a fourth.

Latin American exports showed little change in value, in contrast to a sizable increase in 1966. The area's two top traders, Brazil and Argentina, reported declines in foreign sales, primarily because of unfavorable markets abroad for agricultural commodities. Shipments were higher, however, from Mexico and a number of the smaller countries.

Despite the Arab-Israeli war and the closure of the Suez Canal since early June, Near Eastern exports registered an increase of 8.2% to $8.3 billion. The gain of $629 million was a consequence of the higher level of oil deliveries, mainly from Iran and Saudi Arabia.

A moderate 2.1% advance to $10 billion was shown by the developing countries of East and South Asia. Strong export increases were achieved by Hong Kong, Taiwan, and Korea. Burma, however, again registered a sizable fall-off in sales because of a further drop in the quantity of rice available for export. Following declines in 1966, shipments by India and Ceylon showed little change. A sharp cut in the price of rubber and a

moderate decline in tin were principally responsible for the small drop in Malaysia's exports. Singapore's exports were stimulated by expanded trade with neighboring areas, particularly South Viet-Nam, Malaysia, and Indonesia.

Beset by weaker demand for its crude materials and by the civil war in Nigeria, Africa's exports showed a nominal gain compared with a rise of close to a tenth in 1966. Due to soaring oil deliveries, Libya had another marked boost in exports. Ghana's shipments were also higher, but did not surpass their 1965 level.

Modest growth also characterized developing area imports. Purchases of foreign products by these nations rose by 4.2% to $42.3 billion. A reduction in goods reaching the Near East was more than offset by a substantial rise in imports by the rest of Asia and small increases by Africa and Latin America.

Latin American imports increased by 3.9% to $10.1 billion. Stepped-up foreign purchases by Mexico and a sizable advance by Brazil were largely responsible for the rise in the region's imports.

Imports into the Near East declined by over 5%, slipping to $5.7 billion in 1967. The U.A.R.'s reduction of $300 million in imports was about equal to the net decline in the Near East. Merchandise arrivals also were reduced into Israel, Jordan, and Syria. Iran was a notable exception to the general downturn in the area, registering a rise of over one-fifth.

In Africa, imports by Zambia and Angola advanced sharply. Libya's foreign purchases jumped. Morocco and Southern Rhodesia also exceeded 1966 levels. Substantial declines were reported by Tanzania, Ethiopia, and Ghana. Nigeria's imports dropped due to the internal conflict.

Purchases by developing Asia climbed by around a billion dollars. With industrial production booming and import restrictions relaxed, imports into Korea were 39% over 1966. Taiwan, Pakistan, and the Philippines also had sharp increases in purchases abroad. India's imports were moderately lower due primarily to the reduced level of economic activity and smaller receipts of PL-480 wheat. Ceylon and Burma also cut back buying of foreign goods.

The preceding assessment of last year's free-world merchandise trade, compared with that of 1966, was prepared by the Commerce Department's International Trade Analysis Division largely from data published by the International Monetary Fund and the Organization for Economic Cooperation and Development. Official trade publications of individual countries also were utilized.

Pro-and-con testimony on curbs to many imports dominated hearings on U.S. trade policy

March 20—June 20 sessions brought 130 witnesses before panel; 60 others sent written briefs; views now go to study groups

By ALLEN H. GARLAND
Office of Commercial and Financial Policy, BIC

Hearings in Washington that swept the whole spectrum of U.S. foreign trade policy kept returning to one dominant theme: are import restrictive devices now needed to relieve the nation's balance of payments problem and to provide protection for domestic industry?

Sharp conflicts on this subject were evident almost every day of the March 25-June 20 sessions held by the Trade Information Committee of the Office of the Special Representative in Trade Negotiations. In 32 days of public hearings, 130 witnesses came to address the committee and 60 others submitted written briefs.

Witnesses included representatives from virtually every part of American industry and public life, ranging from large corporations to small business firms, labor unions, port authorities, farm and trade associations, business organizations concerned with foreign trade matters, university professors, private individuals, attorneys and organizations such as the League of Women Voters. Opinions and recommendations from these organizations and their representatives might be summarized as favoring either a liberal foreign trade policy or a policy that was generally described as "fair." Those favoring a liberal foreign trade policy generally recommended further strong movements towards removal of barriers to trade while those advocating a "fair" policy were concerned with the effects of imports on domestic industry.

All witnesses appeared to be unanimous in asserting the United States should seek the elimination of non-tariff barriers to trade. Some were particularly concerned about the effects of border taxes in Europe. Some witnesses favored the movement towards free trade areas or customs unions and several favored creation of tariff preferences for the products of less developed countries.

Advocates of a liberal policy were generally opposed to adoption of import restrictive devices, such as import taxes (or import surcharges) and a border tax/export rebate system, to alleviate our balance of payments problem. They maintained that action should be taken in areas other than the trade sector where the U.S. has enjoyed a surplus position. Some, however, favored a border tax/export rebate system as necessary and desirable to put the U.S. on a more equal basis with European countries. All favoring a liberal policy were opposed to the proposed import quota legislation, generally holding that relief from import competition should be granted only through the "escape clause" procedures.

Advocates of a "fair" policy stressed the need for placing some limit on imports to preserve what they considered to be a "fair" share of the U.S. market for domestic industries. Low foreign wage rates and other advantages to foreign producers were generally cited as the basic reason for inability of U.S. firms to compete in an open market. Many emphasized the loss of export markets in certain product lines as an indicator of the problem. Others maintained the U.S. had to maintain high-labor-content industries to provide jobs for the semi-skilled and unskilled workers in the lower economic brackets. Import quotas were believed to be the only effective device for controlling imports.

Many witnesses were concerned with U.S. laws and regulations such as procurement policies of the Buy American Act, policies governing trade with countries of Eastern Europe, controls on foreign investment, use of the countervailing duty law, dumping regulations, export financing and export tax incentives, AID policies, existing oil import quotas, amendment of the escape clause, commodity agreements, adjustment assistance, valuation of imports by c.i.f. rather than f.o.b. and the 50-50 shipping provisions.

Import duties and non-tariff barriers of foreign countries were the object of

TRADE POLICY PANEL IN ACTION: Shown from left are: Francis J. Kelly, special assistant, Mineral Resource Development, Bureau of Mines, Department of Interior; Nicholas Thuroczy, director, Trade Policy Division, Department of Agriculture; Colton Hand, assistant chief, Special Trade Activities and Commercial Treaties Division, Department of State; Louis C. Krauthoff, II, chairman, Trade Information Committee, Office of the Special Representative for Trade Negotiations; Allen H. Garland, director, Trade and Commercial Policy Division, Bureau of International Commerce, Department of Commerce; John A. Birch, Office of International Economic Activities, Department of the Treasury; Paul Heise, international economist, Bureau of International Labor Affairs, Department of Labor; Joseph W. Darling, special assistant to the Deputy Assistant Secretary of Defense for Policy Planning and Arms Control, Department of Defense; speaker is Roderick B. Littlefield, president, Associated Fisheries of Maine. Hearings began in Washington in March.

a great many witnesses, with the European border tax system singled out as the chief subject of interest. Farm interests emphasized the restrictive effects of the agricultural policies of the Common Market. Fruit and vegetable exporters of the West Coast were particularly concerned at possible loss of European markets and emphasized that Australian subsidies on peaches were cutting into their markets. Labor representatives urged development of fair labor standards in the international community. Witnesses also urged that the U.S. join the Customs Cooperation Council and seek international cooperation on product standards and patents.

A great many witnesses stressed the need for additional protection against imports, either by import quotas or higher tariffs. Products covered by testimony in this area were fish, textiles, footwear, plywood, finished hats, fruits and vegetables (from Mexico), dairy products and certain cheeses, fish nets, work gloves, antifriction bearings, bicycle coaster brakes, umbrella frames, packed olives, leather, office machines, fish meal, flat glass, and machine tools. The button industry urged that no tariff preferences be extended on plastic buttons.

One witness asked for lower duties on scissors and shears and another requested the import ban on Russian furs be eliminated.

The hearings conducted by the Trade Information Committee were ordered by the President's Special Representative for Trade Negotiations, Ambassador William M. Roth. The President has directed Ambassador Roth to undertake a long-range study of our foreign trade policy.

The hearing was the major means for obtaining the views of industry, agriculture, labor, and the public. These views will be considered by government task forces that are now conducting the study. It is expected that a public advisory committee and a Congressional advisory group will be established in the near future. The views presented at these hearings will also be considered by these bodies.

The tone of the Trade Information Committee hearing was set by Ambassador Roth in his opening statement. He indicated that the Executive Branch was beginning an important phase in the study of U.S. foreign trade policy and that the views and expertise of the business community were essential to its success.

He specifically referred to the spirit in which the study is being conducted. He said "We will reach our conclusions and make our recommendations to the President after—*not* before—we have gathered and analyzed all the relevant facts. Our findings will not be determined by any preconceived doctrine. Neither will they be tailored to mere temporary advantage, without regard to the wider implications for the United States and the world economy of which it is a part. Our minds are open. We in Government do not claim any monopoly of wisdom. We welcome your ideas and suggestions. We assure you that they will receive the most careful consideration."

Committee still open to traders' views

The Trade Information Committee (TIC) consists of a chairman designated by the Special Representative for Trade Negotiations, and senior trade policy officials from the Departments of Agriculture, Commerce, Defense, Interior, Labor, State, and Treasury.

The Committee was established by the late Christian A. Herter early in 1963, following his appointment as Special Representative for Trade Negotiations, to provide an opportunity through public hearings or other means for any interested party to present oral or written statements concerning foreign trade matters. The TIC replaced the Committee for Reciprocity Information which held public hearings on trade agreement matters prior to 1963.

The TIC serves as a focal point within the Executive Branch for businessmen and others interested in foreign trade problems. By this means an individual can contact all agencies concerned in one meeting with the TIC and be assured that his views receive the attention of appropriate officials.

The TIC is prepared to meet on short notice to receive the views of interested parties on foreign trade matters. Written material may be submitted to the TIC at any time. Anyone wishing to contact the TIC should write to: The Chairman, Trade Information Committee, Office of the Special Representative for Trade Negotiations, 1800 G Street, N.W., Washington, D.C. 20506.

EEC: hard tasks ahead

Many frontiers still exist as Common Market Six move toward economic union

By J. ROBERT WILSON
Office of International Regional Economics, BIC

The ultimate goal of the founding fathers of the European Economic Community is more far-reaching than the completion of the customs union (discussed in last week's issue) and is encompassed in the concept "economic union," which has been defined as "all the measures required to create on the territory of the Community conditions similar to those obtaining on a domestic market." Put somewhat more concretely, this means free movement not only of goods but also of people, services and capital and common economic policies.

WILSON

Over the past decade much effort has been directed toward this objective but progress has been discontinuous. The near-term rate of progress toward economic union may be influenced by the very recent French trade policy actions, including export aids and import quotas, and the reaction of the Community thereto. Nevertheless, the Community's existence seems assured and its influence is testified to by the fact that many European and African states have declared their desire to join or form an association with the Community (see adjoining tabulation).

Many "frontiers" still exist in the Community—tax frontiers, patent frontiers, monopoly frontiers, capital market frontiers. Incentives to tear down these frontiers are certainly present but they have to compete with entrenched practice, vested interests, hallowed traditions and notions of national sovereignty. Scrupulous adherence to the Treaty of Rome would require that many of the existing restrictions on freedom of movement be removed by Jan. 1, 1970, which marks the end of the transition period of the Treaty. Incidentally, the Treaty was concluded for an unlimited period.

Before surveying some specific accomplishment and proposed actions of possible interest to Americans doing business in the Common Market, a brief indication of the legislative process in the Community may be helpful. Although the Treaty of Rome is specific in some areas, most notably regarding the creation of the customs union, it is permissive and merely indicative in many others.

Consensus is the keynote of the legislative process, which is largely a dialogue between the Commission of the European Communities, which has 14 appointed members and is headed by President Jean Rey, and the Council of Ministers, which consists of the six Government's foreign ministers, agricultural, economic or other ministers, depending on the agenda. Essentially the Commission proposes and the Council disposes. Many of the major policy decisions have taken place in so-called "marathon sessions" against an agreed deadline.

Although the Commission functions as an executive body and has the vital right and duty to initiate proposals, the Council clearly has the last word and in effect determines the pace of economic integration. So far it, rather than the less powerful European Parliament, functions as the legislative body. Important "legislation" usually takes the form of directives or regulations that are binding on the member states.

Tax harmonization

Considerable progress has been achieved in tax harmonization, especially regarding indirect taxation, where there is a close relationship between turnover taxes and trade. Since border tax adjustments in the form of export rebates and import equalization charges are current practice (this practice is now under review in a special GATT working party), turnover tax harmonization can have an important side-effect on trade.

In February 1967 the Community decided to adopt the common system of value-added taxation (TVA), a system already in effect in France. Essentially this means the replacement of so-called cascade taxes on consumption, or cumulative multi-stage turnover taxes, which, depending on the degree of vertical integration, result in differential effective rates of taxation on a given product. The deadline for compliance is January 1970. Germany introduced the TVA at the beginning of this year and the other Common Market countries plan to do so, either in 1969 or 1970. Thereafter, they will face the moment of budgetary truth—the question of harmonization of TVA rates.

Other consumption taxes remaining to be harmonized are excise taxes, including those on manufactured tobacco, alcoholic beverages, and petroleum products, and road taxes on private cars. The importance of these various efforts is apparent from the fact that over half of the total tax revenues of the EEC countries is derived from indirect taxes.

The Community is also seeking to harmonize certain direct taxes. Particular attention has been devoted to the removal of double taxation on dividends and interest and to the uniform definition and calculation of corporate profit-tax liability. The Commission considers 25% as a workable rate of taxation on dividends.

Company law

Some progress has been achieved this year in regard to unifying company law. In February the member states signed a convention governing the mutual recognition of companies and legal persons. In March the Council approved the first directive in this field. It requires the publication of certain financial reports and other corporate data and sets conditions under which company officers may bind the firm in its relations with third parties.

Since 1959 consideration has been given to the possibility of creating so-called European companies. European businessmen, initially negative, gradually saw the need for such a device, which probably would facilitate mergers and the creation of strong, highly competitive enterprises. Existing company and tax laws tend to inhibit Community-wide mergers. A preliminary draft statute for European joint stock companies was prepared by a committee of legal experts and published in December 1966. This April an ad hoc working party was created to pursue this subject further.

In order to harmonize technical specifications, the Commission is preparing draft directives for over 20 different product sectors to ensure uniform specifications in all member states. The work has concentrated on the fields of significant economic interest such as the motor industry, tractors and agricultural machinery, pressure instruments, crystal glass and electrical goods and machinery. On each topic a working party of experts has been convened to establish a draft for a directive. The proposals frequently contain an administrative part which refers exclusively to application within the Common Market, and a technical part which may refer to a recommendation by an international standards organization. The Commission has proposed that this work proceed progressively and that it be completed by the end of 1969.

The Common Market Treaty bans agreements or concerted practices which prevent, restrain, or distort competition, and in particular price-fixing, market-sharing, restriction of production or technical developments, and discriminatory supply conditions, if they are likely to affect trade between the member states. However, agreements contributing to better production, distribution, or technical progress may be, and in fact have been authorized. Abuse of a dominant market position is also banned.

A first directive to implement the Treaty rules was adopted on Dec. 19, 1961; it makes the Treaty ban on agreements automatically operative in the absence of specific authorization, requires compulsory registration of agreements, allows the Commission to impose heavy penalties for infringements of the fair-competition rules, and gives it important powers of inspection and control. Since 1961 decisions by the Commission and the Court of Justice have begun to lay the basis of a case law whereby specific types of intercompany agreement are judged permissible or otherwise. In addition, state subsidies are forbidden, although special aid for depressed areas and important projects of Community interest may be given permission.

Joint action

The Treaty binds the member states to consider their economic policy as a matter of common interest, and to consult regularly on joint action in this field; they are aided in this task by various committees.

Current questions, and in particular short-term fluctuations in economic activity, are handled with the aid of the Short-term Economic Policy Committee. In April 1964 the Council of Ministers, acting on Commission proposals, made specific recommendations to the six governments to meet the threat of inflation. A year later it made further recommendations, urging a measure of reflation in some countries, notably through industrial investment. By July 1967 the emphasis had changed further, and the Council, again acting on Commission proposals, published new recommendations giving priority to measures to stimulate economic expansion, especially in Germany, France and Belgium.

EEC and neighboring world

Associate Members	Applied	Signed	Effective Date
Associated African States and Madagascar	—	—	January 1958
Greece	June 1959	July 1961	November 1962
Turkey	July 1959	September 1963	December 1964
Nigeria	September 1963	July 1966	—

Full Membership Applicants	Applied, 1st	Applied, 2nd
United Kingdom	August 1961*	May 1967
Denmark	August 1961*	May 1967
Ireland	August 1961	May 1967
Norway	April 1962	July 1967

Associate Membership Applicants, and Date Applied

Austria	December 1961*	Tunisia	October 1963*
Switzerland	December 1961	Kenya, Uganda, Tanzania	November 1963*
Sweden	December 1961 and July 1967	Morocco	December 1963*
Spain	February 1962*	Israel	October 1966
Portugal	May 1962	Algeria	January 1968
Cyprus	December 1962		

*Negotiations have taken place.

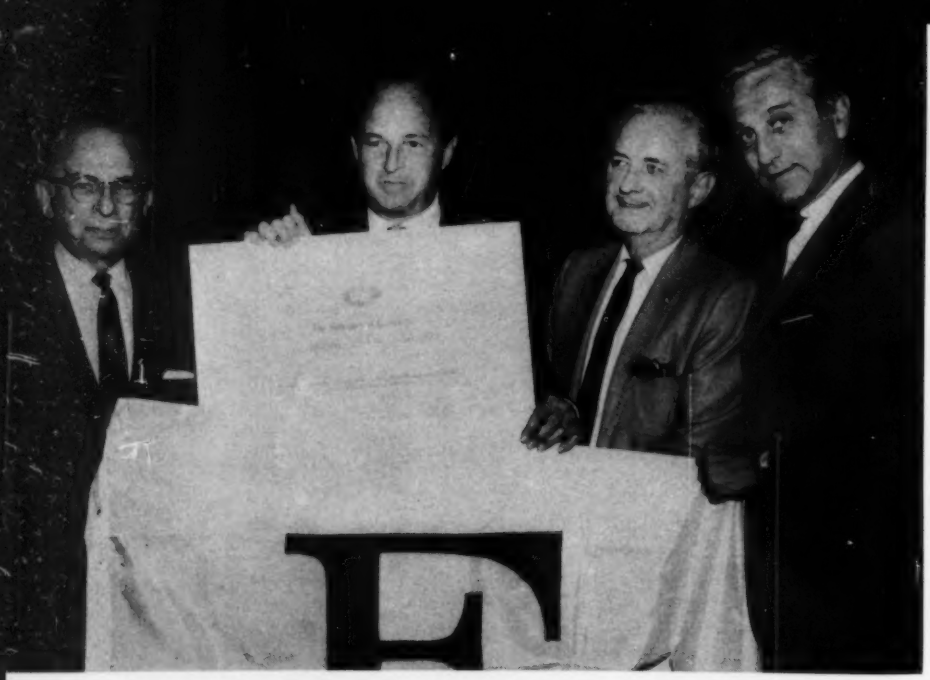
Help to U.S., U.K.

On March 5, 1968, the Council, on a proposal of the Commission, adopted a recommendation to the member countries concerning economic policies to be followed in 1968. The recommendation said that the devaluation of certain currencies and the U.S. balance-of-payments program may reduce supply on the capital markets and increase demand. In this case, member countries should try to stabilize interest rate levels. This should help countries with large balance-of-payments surpluses to achieve better equilibrium. A possible economic slowdown in the second half of the year should be countered and the growth of overall demand maintained. Needless to say, this recommendation, with its emphasis on an expansionary policy, was well received in London and Washington.

For the longer term, the Commission adopted in April 1966 a first five-year program drawn up by the Medium Term Economic Policy Committee. This program does not set out quantitative production targets either for the individual member countries or for the Community as a whole, but lays down commonly agreed goals of economic growth and the general lines of policy needed in order to reach them and to bring about a fairer distribution of increasing prosperity between the regions and between the social classes. The program was approved by the Council in 1967.

The Commission submitted the draft second Medium Term Economic Policy Program to the Council of Ministers on March 20, 1968. It is intended to supplement, rather than to supplant, the first. In addition to concentrating on structural policies and adaptation, it deals with policy in the fields of scientific and technological research, investment savings and investment financing. It advocates awarding public orders and research contracts to growth industries in order to promote their development. It urges the creation of a "European patent." It makes suggestions for the gradual development of a European capital market.

Although the program also deals with agriculture, its main thrust is in the direction of a Community-wide industrial policy. The same emphasis was apparent in a major speech by President Rey on May 15, 1968 to the European Parliament in which he outlined the Commission's work program.



'E' AWARD WAS PRESENTED by Under Secretary of Commerce Howard J. Samuels (r.) to (l. to r.): J. A. Fischer, exec. vice pres.; Harris E. Fischer, president; and Herbert Elmar, Latin American sales.

Brooklyn automotive parts maker wins 'E' for increasing exports with credit, language initiatives

Valley Forge Products Co. switched from servicing only U.S.-made vehicles to making parts for foreign-made ones to boost exports

Valley Forge Products Co. of Brooklyn, N.Y., has received the Presidential "E" award for increasing exports of its automotive parts through participation in mobile trade fairs, use of market research and multilingual promotion, extension of liberal credit terms, and efficient packaging and shipping.

Under Secretary of Commerce Howard J. Samuels presented the "E" flag and certificate in a Washington, D.C., ceremony.

Valley Forge, a division of Avnet, Inc., makes electrical replacement parts—more than 5,000 different items—used in the starting, lighting and ignition systems of automobiles, buses, trucks and tractors.

Originally a manufacturer of parts for U.S.-made vehicles, in 1963 Valley Forge began making replacement parts for foreign-made cars as well. In this way the company would not be affected by the decrease in exports of U.S. automobiles that was then taking place. Valley Forge now makes parts for cars made in England, France, Germany, Italy and Japan. These parts are also available to service foreign-made cars in use in the United States, thus assisting the balance-of-payments program by spending money with a U.S. rather than a foreign manufacturer.

Valley Forge makes use of multilingual advertisements and personnel. Correspondence is conducted in Spanish, Portuguese, French, German and Italian in addition to English. The company found that the language barrier could be a problem in overseas sales, so a transparent plastic wrapping was developed to leave the product visible for easy identification. Valley Forge has also developed a technique for printing a picture (catalog illustration) of the product on the outside of the package.

The company extends liberal credit terms, which vary depending on economic and competitive conditions in each country. Letter-of-credit sales account for about 15% of total volume. Most other sales are conducted on a draft basis with terms ranging up to 90 days from arrival of goods at port of entry.

Valley Forge uses a computer to maintain balanced inventories of its entire product line, in order to fill orders rapidly regardless of size. The company has developed special packaging to protect its shipment from damage in transit and from pilferage at the docks.

Company executives travel abroad frequently to select representatives and maintain contact with them.

Valley Forge publishes an export catalog separate from its standard one. Again, illustrations are used in great number to establish visual recognition of products. When a new catalog is issued, it is airmailed overseas.

Valley Forge has participated in Mobile Trade Fairs in cooperation with American Export Isbrandtsen Lines, Farrell Lines and Grace Lines.

Company president Harris E. Fischer credits Commerce Department services, including INTERNATIONAL COMMERCE magazine, Overseas Business Reports, Export Market Guides and other publications, with helping in Valley Forge's export expansion. Also, the firm has been assisted by commercial attaches at U.S. embassies and consulates, and by the FCIA insurance program. Valley Forge joined the Overseas Automotive Club, and made many helpful contacts through it.

Valley Forge now has more than 70 sales representatives working in 65 countries. Sales meetings are held overseas. A recent one, in Guayaquil, Ecuador, drew Valley Forge representatives from Brazil, Chile, Colombia and Ecuador.

AMA plans sessions on trademarks, licensing

The American Management Association has scheduled two programs this month on trademarks and international licensing.

An orientation seminar on Problems and Policies in International Licensing will be held July 17-19 at the LaSalle Hotel, Chicago. The seminar will discuss such problems as finding and evaluating a licensee, financial control, and legal, tax and anti-trust considerations.

A briefing session, scheduled for July 22-24 at AMA Headquarters in New York City will cover Protecting Your Trademarks in Domestic and Foreign Markets.

For further information **write:** American Management Association, Inc., 135 West 50th St., New York, N.Y. 10020.

INTERNATIONAL EXHIBITS BRING BUYERS OUT IN FORCE, as is shown by this crowd at the opening of the U.S. solo exhibition held last year in Mexico City.

SEMI-ANNUAL LISTING

Fairs set for 64 nations

Worldwide exhibitions offer chances for U.S. businessmen to sell products, appoint agents

Every six months, INTERNATIONAL COMMERCE publishes a list of worldwide trade fairs to help American manufacturers plan their participation for the coming year—and the year after that.

These fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified, the fairs are held annually, are scheduled for 1968, and the management office is located in the host city. Planned U.S. Government participations by the Department of Commerce are shown by this mark (●). Fair participations which are primarily industry-sponsored, but which receive U.S. Government assistance, are indicated by this mark (►).

Information is taken from the latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

The first INTERNATIONAL COMMERCE each month carries an up-to-date schedule of U.S. trade fair participations, trade center promotions, and trade missions, with extensive descriptions of each.

Write: Bureau of International Commerce, Code 942, Department of Commerce, Washington, D.C. 20230.

Afghanistan

Kabul

Aug. 24-Sept. 6. Jeshyn (Independence) Int'l Trade Fair. General. Royal Afghan Ministry of Commerce.

Algeria

Algiers

Sept. 4-19. Algiers Int'l Fair. Palais Consulaire, Place des Martyrs.

Argentina

Buenos Aires

July 14-Aug. 4. Exhibition for Livestock, Agriculture and Industry.

November. Exhibition for Health Education.

Nov. 1-24. Argentine Space & Aeronautic Exposition. Reconquesta 737/4, G, Buenos Aires.

Australia

Adelaide

Apr. 2-26, 1969. Royal Adelaide Exhibition. General. 12 Pirie St.

Brisbane

Aug. 8-17. Royal Agriculture and Industrial Show. G.P.O. Box 122B, Brisbane, Queensland.

Claremont

Sept. 19-26. Royal Perth Show (Agri-

culture). 239 Adelaide Terrace, Perth.

Melbourne

July 5-13. Nat'l Boat and Sporting Exbn. 415 Bourke St.
Aug. 5-10. Int'l Instruments, Electronics, Automation Show.
Aug. 26-28. Nat'l Accommodation and Catering Exhibition and Seminar.
Sept. 19-28. Royal Melbourne Show.
Sept. 23-30. Caravan Show. Caravan and Industry Association of Victoria.
September. 17th Melbourne Spring Homes Show. 392 Kilda Road.
Oct. 7-12. Int'l Consumer Goods Fair. (Buyers Only). 392 Kilda Road.
August 1969. Int'l Engineering Show.
August 1969. Int'l Mining, Construction, Plant and Materials Handling Show.

Perth

Sept. 19-26. Royal Agricultural Society of Western Australia Exhibit. 239 Adelaide Terrace.
Mar. 20-30, 1969. Perth Homes and Industry Show.

Sydney

July 8-12. Mechanical & Materials Handling Exbn. and Conference. R.A.S. Showgrounds.
July 26-Aug. 3. Int'l Boat Show. 107 Ballaral Road, Maidstone, Victoria.
Aug. 19-24. Int'l Engineering Show. R.A.S. Showgrounds.
August. Int'l Fed. of Automatic Control.
Sept. 6-14. Int'l Motor and Boat Show. 33/39 Riley St., Potts Pt. N.S.W.
Oct. 7-11. Chemical Petroleum and Gas Industries Exbn.
October 1969. Int'l Trade Fair. Industrial Public Relations Services of Australia, Pty., Ltd., Box 4180, G.P.O.
May 1969. Radio and Electronics Engineering Exbn. and Convention.
May 11-15, 1970. "PACK-PRINT" Packaging and Printing Industries Exbn.
Oct. 14-23, 1971. Int'l Machine Tool Exbn.

Wollongong

November. South Coast Industries Fair and Wollongong Annual Show.

Austria

Dornbirn

July 27-Aug. 4. Int'l Exposition and Trade Fair. Realschulstrasse 6, Dornbirn, A-6850.

Graz

Sept. 28-Oct. 6. Int'l Fall Trade Fair. Messeplatz 1, Postfach 63, 8011 Graz.

Innsbruck

Sept. 21-29. Innsbruck Int'l Fair. Taxispalais, 6020 Innsbruck.

Salzburg

Sept. 3-8. Int'l Exhibition of Manual Medicine.

Vienna

Sept. 8-15. Int'l Fall Trade Fair.
Mar. 9-16, 1969. Vienna Int'l Spring Trade Fair.
Sept. 2-6, 1969. Int'l Water Supply Exbn. and Congress.

Wels

Aug. 30-Sept. 8. Int'l Agriculture Fair.
May 10-18. 1969. Foreign Country Trade Fair.

Belgium

Brussels

Sept. 7-15. Int'l Heating and Ventilating Exbn. Eeuwfeestpaleis.
Sept. 7-9. CENEM—Int'l Leather Goods and Shoe Show. Lange Krusstrast 7, Ghent.
Sept. 10-18. Office Machines and Equipment Exhibition.
Sept. 14-18. VISUMAT—Int'l Store Equipment Fair. Saint-Bernardusstraat 60.
Sept. 27-Oct. 1. VESTIRAMA—Int'l Clothing Fair. Martelaarslaan 65, Ghent.
Oct. 5-20. Food and Domestic Equip. Trades Fair. 29/31 Boulevard du Jardin Botanique, Brussels 1.
Oct. 23-27. Int'l Hardware Fair. 14 rue Duquesnay, Brussels 1.
Nov. 28-Dec. 2. Furniture and Furnishings Show. 13/15 rue de Livourne, Brussels 5.
Nov. 2-10. Caravan and Camping Exbn. Steenwegop, Waterloo 363.
Nov. 25-Dec. 3. Int'l Medical and Hospital Equipment Exbn.
Nov. 30-Dec. 8. Woodworking Show. Palais du Centenaire, Brussels 2.
Dec. 11-15. Baby Show. Eeuwfeestpaleis.
January 1969. Automotive Exbn.
Jan. 12-19, 1969. CENEM—Int'l Leather Goods and Shoe Show. 52 rue du Progres, Brussels 1.
Jan. 13-16, 1969. HORESCA—Int'l Hotel, Restaurant Equipment Exhibition. 183 Ave. Edouard Benes, Brussels 8.
Feb. 15-23, 1969. Holiday Fair (Salon des Vacances) 345, Ave. Charles Quint, Brussels 8.
February 1969. BISCOCHOC—Chocolate, Biscuit, Confectionery and Processing Equip. 41 Rue Navez.
Mar. 1-9, 1969. Int'l Bldg. and Access Exhibition. 178 Ave. Louise, Brussels 5.
Feb.-Mar. 1969. Gardening Tools. Machines and Equipment. Exbn.
February 1969. INDROPA—Drugstore Items Exbn.
Mar. 9-20, 1969. 10th EUROBA.
Apr. 19-May 1, 1969. Int'l Trade Fair. Palais du Centenaire, Brussels 2.
April 1969. Toy Exhibition.
June 1969. PROPACK—Int'l Packing Show. Palais du Centenaire, Brussels 2.
Sept. 10-14, 1969. 1st Municipal Equipment Exbn.
Oct. 4-19, 1969. Food and Domestic Equipment Trades Fair. 29/31 Boulevard du Jardin Botanique, Brussels 1.
Oct. 25-Nov. 1, 1969. INSTRURAMA—Instruments Exbn. 203 Ave. Siegers, Brussels 15.

Charleroi

March 1969. Int'l Building Materials Fair.
Sept. 21-29. Int'l Technical Exbn. Ave. de l'Europe.

LEARNING HOW IT'S DONE is a prime advantage which trade shows give to the prospective buyer. These Japanese businessmen satisfied their curiosity about U.S. products at recent Tokyo hydraulics show.

Oct. 26-Nov. 11. Int'l Household Exbn. Ave. de l'Europe.

Ghent

Sept. 14-29. Int'l Trade Fair. Palais des Floralies.

Jan. 30-Feb. 3, 1969. TEXITIRAMA—Int'l Textile and Clothing Industries Exbn. Martelaarslaan 65.

Mar. 22-30, 1969. EUROPLASTICA—Int'l Plastic Exbn. Palais de Floralies.

Liege

May 1969. Int'l General Fair.

May 3-19. 1969. BATICOM—Trade Fair of Liege. Semi-annual. 6, Ave. Malroz, B.P. 52.

Sept. 13-28, 1969. BATICOM—Trade Fair of Liege. Semi-annual. 6, Ave. Malroz, B.P. 52.

Ostend

Mar. 22-30, 1969. Int'l Fishing Exbn.

Brazil

Sao Paulo

Aug. 10-25. FENIT—Textile Industry Fair. Rua Brasilio Machado 60.

Oct. 15-25. • U.S. Solo Exhibition. Machine Tools, Chemical Processing Equipment, Mining & Construction Machinery, Textile Machinery, Packaging Equipment.

Nov. 23- Dec. 8. Automobile Show. Rua Brasilio Machado 60.

Mar. 9-17, 1969. Leather Trade Fair. Rua Brasilio Machado 60.

Bulgaria

Plovdiv

Sept. 22-Oct. 1. Int'l Trade Fair. Bulgarian Chamber of Commerce, 11a, Stamboliisky, Sofia.

Sept. 21-30, 1969. Int'l Trade Fair. Bulgarian Chamber of Commerce, 11a Stamboliisky, Sofia.

Canada

Abbotsford, B.C.

Aug. 9-11. Int'l Air Show, Int'l Abbotsford Air Show Society. Box 141.

Montreal

Aug. 12-16. National Floor Covering Exbn. 8525 Delmeade Rd.

Sept. 9-11. Quebec Hardware/Housewares Show. 481 University Ave., Toronto 2, Ontario.

Sept. 24-26. Canadian Chem. & Equip. Exbn. 450 Alliance, Toronto 9.

Oct. 6-8. Canadian Shoe and Leather Fair. 1010 St. Catherine St. W., Montreal 2.

November. Auto-Sport Show. 19717 East Nine Mile Road, St. Clair Shores, Mich.

Nov. 14-16. Canadian Audio-Visual Equip. Show. 481 University Ave., Toronto 2.

Feb. 16-20, 1969. Canadian Sport Goods and Cycle Show.

Feb. 22-Mar. 2, 1969. National Boat Show. 67 Yonge St., Toronto 1.

Mar. 10-31, 1969. National Hotel, Restaurant & Institution Suppliers Exposition. 3637 Metropolitan Blvd. E., Room 801, Montreal.

Mar. 17-20, 1969. Canadian Pulp & Paper Association—Woodlands Section. Clarkson-Conway Associates Ltd., P.O. Box 177, Station H, Montreal.

Mar. 21-30, 1969. Camping & Sports Show. 450 Sherbrook Street E., Suite 1201, Montreal 24.

April 1969. Montreal Home Show. Douglas McKenzie, 481 University Ave., Toronto 2.

April 1969. Quebec Education Show. Southex Division, 1061 rue St. Alexandre, Montreal.

May 1969. Quebec Home Show. 2055 Peel Street, Montreal.

June 8-11, 1969. Canadian Nuclear Assn. International Conference & Exhibition. 19 Richmond Street W., Toronto.

MAJOR U.S. SALES PROMOTION in Eastern Europe took place at the U.S. TOUREX/67 promotion at Belgrade, drawing customers from that area and the Middle East to see products for service industries.

Toronto

Aug. 16-Sept. 2. Canadian Nat'l Exbn. Queen Elizabeth Exhibition Bldg. Exhibition Park, Toronto 2B.

Sept. 21-24. Fall Gift Show. 443 Mt. Pleasant Rd., Toronto 7.

Sept. 23-26. Canadian Nat'l Business Show. 1819 Yonge St., Toronto 7.

Oct. 7-9. Supermarket Show. 481 University Ave., Toronto 2.

Oct. 18-27. Int'l Auto Show. 481 University Ave., Toronto 2.

Oct. 28-30. Ontario Hospital Assn. Exbn. 24 Ferrand Dr., Flemingdon Park, Don Mills, Ontario.

Nov. 5-7. Nat'l Packaging Exbn. 45 Charles St. E., Toronto.

Nov. 15-23. Royal Agricultural Winter Fair. Coliseum, Exhibition Grounds, Toronto 2B.

Dec. 9-12. Const. and Public Works Show. Biennial. 481 University Ave., Toronto 2.

Jan. 31-Feb. 9, 1969. Canadian Boat Show. 85 King St. E.

Feb. 3-6, 1969. Hardware Show. 290 Merton St.

Mar. 14-22, 1969. Canadian National Sportsmans Show.

June 2-5, 1969. Plastic Show. 481 University Ave., Toronto 2.

Oct. 6-8, 1969. Int'l Electronics Exbn. and Conf. 1819 Yonge St.

Oct. 24-26, 1969. Canadian Launderers and Dry Cleaners Show.

INTEREST RUNS HIGH at international trade events, and multi-language promotional material is a proven aid in attracting buyers, as demonstrated at U.S. solo exhibition in Mexico City.

Oct. 19-22, 1970. Canadian Graphic Arts Show. 481 University Ave., Toronto 2.

Vancouver

Aug. 17-Sept. 2. Pacific Nat'l Exbn. (Consumer Goods, Industrial Equip). Exhibition Park.
Nov. 5-10. Pacific Int'l Auto Show. 1644 W. Broadway.
Mar. 31-Apr. 2, 1969. Vancouver Gift and Hardware Show. 443 Mount Pleasant Rd., Toronto 7.

Chile

Santiago

Oct. 11-27. FISA—Santiago Int'l Trade Fair.

Colombia

Bogota

Aug. 1-18. Int'l Trade Fair. General. Corp. de Ferias y Exposiciones S.A., Carrera 40.

Congo

Kinshasa

June 30-July 31, 1969. Int'l Trade Fair.

Czechoslovakia

Brno

Sept. 8-17. Int'l Trade Fair. General. Brno-Vystaviste, Praka 3, Vaclavske Nam. 57.

Denmark

Aalborg

Aug. 15-18. Modern Furniture Trade Fair.

Copenhagen

Aug. 16-22. KEM-TEK—Chem. Processing Equip. Exbn. 64 Hvidkildevej.
Aug. 23-25. Programmed Education Show. 32 Kompagnistraede.
Sept. 15-18. Scandinavian Fashion Week. 115 Vester Volgade.
Sept. 24-29. ITEM—4th Int'l. Rationalization Exbn. Ryvangs Alle 20, Copenhagen 0.
Sept. 27-Oct. 4. Int'l Electronics, Automation and Instruments Fair. 1 Julius Thomsens Plads, Copenhagen V.
Oct. 5-7. Int'l Leather Goods Fair.
Oct. 18-27. Food Festival. Int'l Trade Fair. 64 Hvidkildevej.
Dec. 9-13. Int'l Agricultural Mach. Trade Fair.
Dec. 18-27. Copenhagen Trade Fair.
Mar. 14-22, 1969. Int'l Transport Equip. and Materials Handling Show. Julius Thomsens Plads.
Mar. 23-26, 1969. Scandinavian Fashion Week. 115 Vester Volgade.
Aug. 22-31, 1969. Int'l Electronics Trade Fair, 16 Graabrodretorv.
Sept. 11-17, 1969. Int'l Exbn. of Office Equip. and Business Machines. 20 Ryvangs Alle.
Sept. 21-24, 1969. Scandinavian Fashion Week. 115 Vester Volgade.
Oct. 31-Nov. 9, 1969. 5th Int'l Rationalization Fair. 20 Ryvangs Alle.
Jan. 21-Feb. 8, 1970. Scandinavian Boat Show. Forum Exhibition Hall. 8 Badstuestraede, 1209 Copenhagen K.
Apr. 6-12, 1970. NORD-PACK 70—3rd Int'l Packaging Show. 20 Ryvangs Alle.

Fredericia

Aug. 21-25. The Civil Service Fair. Dansk Kobestavne.

Herning

Sept. 7-15. HI-68—Handicrafts and Industrial Fair. Herning-Hallen A/S.
Apr. 2-7, 1969. FERIE FOR ALLE—Hobby and Vacation Show. Herning-Hallen A/S.
Sept. 6-14, 1969. HI-69—Handicrafts and Industrial Show.

El Salvador

San Salvador

Nov. 3-12. Arts & Crafts Fair/Central American Exposition of Pharmaceutical, Chemical & Related Products/Pharmacy & Biochemistry Congress. (Held concurrently).
Nov. 9-30. ● 3rd Int'l CACM Exbn. Farm, Packaging & Food Processing Machinery, Metalworking Equipment, Machinery for the Forest Industry.

Finland

Helsinki

Sept. 19-29. ► Helsinki Int'l Trade Fair.
Oct. 22-27. Exbn. of Business Machines and Equip.
Mar. 14-23, 1969. Boat and Camping Show. Finnish Fair Corp., Messuhalli.
Apr. 18-27, 1969. TEHO 69—Work Efficiency Exbn. Finnish Fair Corp., Messuhalli.
May 9-18, 1969. Int'l Motor Show.
Sept. 19-28, 1969. Finnish Industries Fair. Finnish Fair Corp., Messuhalli.
Nov. 12-16, 1969. Food Fair.
February-March 1970. Boat and Camping Show.
Sept. 17-27, 1970. Int'l Trade Fair.
October-November 1970. Exbn. of Business Machines and Equipment.

Turku

Mar. 1-9, 1969. KUTSUU—"The Sea is Calling". Exbn. of Sailing and Navigation Equipment. Turun Messut, Yliopistonkatr 25.

France

Besancon

May 10-18, 1969. Int'l Watch Fair. Pierre Lagrange, Boite Postale 135.

Bordeaux

June 1969. Int'l Trade Fair. Industrial, Commercial, Agricultural, Viticultural. 12 Place de la Bourse.

Le Bourget

June 1969. Int'l Aeronautical & Space Exbn.

Dijon

Oct. 30-Nov. 11. Int'l Gastronomical Fair. Blvd. de Champagne 21.

Lyon

Sept. 4-23. Radio & T.V. Exbn.
Oct. 5-8. European Furniture & Furnishings Exbn.
Mar. 22-31, 1969. Int'l Trade Fair.
Mar. 28-31, 1969. Int'l Hardware Fair.
April 1969. EXPOBOIS-69—Int'l Woodworking Machinery Exbn. (Held odd years in Lyon and even in Paris).

Marseille

Sept. 19-30. Int'l Trade Fair. General. Parc Chanot.

Metz

Oct. 2-13. Int'l Trade Fair.

Nancy

Oct. 3-8. Int'l Safety Exbn.
June 5-16, 1969. Nancy Trade Fair. General. Boite Postal 593.

Oyonnax

May-June 1969. Int'l Plastics Exbn.

Paris

Sept. 12-17. Int'l Leather Week.
Sept. 26-Oct. 5. SICOB 68—Int'l Office Equipment Show. 6 Place de Valois.
Oct. 3-13. Int'l Motor & Motorcycle Show. 3 Ave. du President Wilson.
Oct. 10-21. EQUIP'HOTEL—Food Preparation Equipment, Laundry & Drycleaning Equipment, Hotel Maintenance Equipment.
Oct. 12-14. SPODEX—Int'l Camping & Fishing Exbn. 15 rue de la Paix.
Oct. 27-Nov. 4. Int'l Foods Products Show. Biennial. 121 Blvd. Haussman.
Oct. 27-Nov. 4. Int'l Exbn. of Materials Tech. & Wholesale Trade for the Meat Industry, 52 rue du Louvre.
Nov. 1-14. Do-It-Yourself Exbn.
Nov. 2-8. Int'l Bottling Equipment Exbn.
Nov. 2-8. Int'l Dairy Equipment Exbn.
Nov. 9-14. Int'l Ladies' Ready-to-Wear Clothing Exbn. (Outerwear) Annual. 35 rue Etienne-Marcel.
Nov. 24-30. Int'l Packaging Exbn. (Includes all related machinery & materials). 40 rue du Colisee. Biennial.
January 1969. Carpet and Floor Covering Exbn. Int'l Pleasure Boat Exbn.
January 1969. Int'l Furniture Exbn.
Feb. 2-8, 1969. Int'l Toys & Games Exbn. 11 rue de Turenne. (Trade Only).
Feb. 8-11, 1969. European Men's Wear Exbn. 8 rue de Richelieu. (Trade Only).
January 1969. Leather Goods and Luggage Spring Show.
February 1969. Corsetry and Women's Lingerie Exbn.
March 1969. SIMA—Int'l Agricultural Machinery Exbn.
March 1969. Audio Festival.
Mar. 1-16, 1969. Domestic Arts Exbn.
May 6-14, 1969. Int'l Hydraulics & Compressed Air Exbn. Biennial.
May 1969. Surface Treatment & Industrial Finishes Exbn. 40 rue du Louvre. Biennial.
May 1969. Int'l Handling Equipment Exbn. 40 rue du Colisee. Biennial.
May 1969. Institutional Equipment Exbn. 15 Ave. de la Division-Leclerc. Triennial.
June 12-22, 1969. Int'l Aeronautical & Space Exbn. 4-6 rue Galilee. Biennial.
Sept. 30-Oct. 5, 1969. Int'l Exbn. for Safety & Protection of Mankind, Water, Air & Property. 8 rue de la Michodiere 75.
Oct. 11-20, 1969. EQUIP'MAG—Int'l Exbn. of Equip. for Retail Stores. 42 rue du Louvre. Biennial.
October 1969. Int'l Furniture & Interior Decoration Exbn. 22 ave. Franklin Roosevelt. Biennial.
November 1969. Children's Fashions Exbn. 11 rue Anatole de la Forge.
Nov. 20-30, 1969. BATIMAT 69—Int'l Building Exbn. 1 Ave. Niel. Biennial.
Spring 1969. Int'l Electronic Components Exbn.
November 1970. Int'l Laundry & Drycleaning Exbn. (biennial). 80 Blvd. Maleshevles.

WINDOW DISPLAYS AT U.S. TRADE CENTERS offer chances to put consumer products in the public eye throughout the year. This exhibit of U.S. food products was featured at the U.S. Trade Center in London.

September 1969. Int'l Radio & T.V. Exbn. 16 rue de Presles. Biennial.
Oct. 11-13, 1969. SPODEX—Int'l Camping & Fishing Equipment. Exbn. 15 rue de la Paris.

Strasbourg

Sept. 5-16. Int'l Trade Fair. Hotel de Ville, 9 rue Brulee.

Toulouse

Oct. 5-20. Ideal Home Show. 4 rue Joutaigues.
Apr. 17-28, 1969. Toulouse Fair.

Tours

Sept. 19-22. Western European Agricultural Fair.
May 3-11, 1969. Fair of Tours.

Germany, Dem. Rep.

Leipzig

Mar. 2-11, 1969. Int'l Spring Trade Fair. General. Hainstrasse 18.
Aug. 31-Sept. 7, 1969. Int'l Fall Trade Fair. General. Hainstrasse 18.

Germany, Fed. Rep.

Berlin

Sept. 2-12. 73rd Int'l Fashion Week. Hardenbergstrasse 16-18.
Sept. 27-Oct. 6. German Industries Fair. Messedamm 22.
Oct. 2-12. 74th Int'l Fashion Week. Hardenbergstrasse 16-18.
Nov. 1-10. German Restaurant, Catering, Conference & Food Exbn. Messedamm 22.
Nov. 8-23. Int'l Book Fair. Messedamm 22.
Jan. 24-Feb. 2, 1969. Int'l Green Week. Messedamm 22.
Mar. 7-16. 1969. Int'l Boat Show & Water Sports Exbn. Messedamm 22.

Cologne

July 1-7. IFADA—Int'l Exbn. of the Ladies Hat Industry. Semi-Annual. Schildergasse 41-45, 5 Koln 4.
Aug. 23-25. Int'l Men's Fashion Week.
Aug. 27-Sept. 1. 17th Dental Exbn. & Conv.
August. Int'l Clothing Machinery Exbn.
Sept. 13-15. Int'l Housewares & Hardware Fair.
Sept. 7-10. IFMA—Int'l Bicycle & Motorcycle Exbn.
Sept. 19-22. Int'l Fair of Lingerie, Foundation Garments, Underwear, Swim & Beachwear.
Sept. 28-Oct. 6. PHOTOKINA—World Fair of Photography. Triennial. Messe und Ausstellungs G.m.b.H.

EXHIBITION AT BELGRADE capped three-pronged TOUREX/67 promotion, which included shows at Munich and Barcelona. A total of 159 U.S. firms participated in the U.S. Pavilions at the trade shows.

Oct. 11-13. Int'l Fair for the Child. Semi-Annual.
Oct. 20-22. SPOGA—Int'l Trade Fair of Sporting Goods, Camping Equipment & Garden Furniture.
June 11-15, 1969. INTERSUM—Industrial Woodworking Supplies Fair.

Dortmund

Dec. 7-9. Poultry Industries Fair.

Duesseldorf

Aug. 30-Sept. 3. HI-FI 68—Int'l Exbn. of High Fidelity Equipment.
Sept. 21-23. 26th European Footwear Sample Display.
Sept. 15-18. 78th IGEDO—Int'l Fashion Exbn.
Oct. 27-31. 79th IGEDO—Int'l Fashion Exbn.
Oct. 9-15. INTERKAMA—4th Int'l Fair & Congress of Instrumentation, Electronics, Automation.
May 10-16, 1969. INTERPACK—Int'l Packaging Exbn. & Display of Confectionery Mach.
June 19-25, 1969. INTERHOSPITAL 69 — Hospital Show & Congress.
Aug. 23-31, 1969. German Teenage Fair. NOWEA, 4 Duesseldorf 10.
Oct. 13-17, 1969. Int'l Clean Air Exbn. & Congress.

Essen

Sept. 19-23. INDROFA—Int'l Druggists & Chemists Trade Fair. Norbertstrasse 2.
Sept. 28-Oct. 6. Int'l Caravan Exbn. 4832. Wildenbruech 2, W. Postfach 104.
Feb. 1-9, 1969. DEUBAU '69—German Bldg. Exbn. & Int'l Bldg. Congress. Norbertstrasse 2.
Mar. 22-29, 1969. German Camping Exbn. with Int'l Boat Show. Norbertstrasse 2.
Sept. 20-28, 1969. Welding Fair. Norbertstrasse 2.
Oct. 1969. Int'l Caravan Exbn. 4832 Wildenbruech 2, W. Postfach 104.

Frankfurt

Sept. 1-4. Int'l Trade Fair for Decorating & Floor Covering.
Sept. 1-4. Int'l Fall Fair. Semi-Annual. Friedrich Ebert-Anlage 57.
Sept. 19-24. Int'l Book Fair. Austellungs und Messebureau, Kleiner Hirchgraben.
Oct. 12-20. Int'l Cooking Art Show and Exhibit of the Hotel & Restaurant Trades. Friedrich-Ebert-Anlage 57.
Oct. 12-20. Int'l Exbn. of Culinary Art. (every 4 yrs.) 6 Frankfurt/M 7, P.O. Box 7726. Friedrich-Ebert-Anlage 57.
Nov. 19-22. INTERSTOFF—20th Trade Fair for Clothing Textiles. Semi-annual. Friedrich-Ebert-Anlage 57.
Feb. 23-27, 1969. Int'l Spring Fair.
Mar. 26-30, 1969. Int'l Heating, Plumbing Equip. Exbn.
May 20-23, 1969. 21st INTERSTOFF—Textile Fair.
June 23-27, 1969. Int'l Dairy Engineering Exbn. Zimmerweg 16, 6 Frankfurt-am-Main.
Sept. 11-21, 1969. Int'l Motor Exbn. Westendstrasse 51, Frankfurt-am-Main 16.
June 17-24, 1969. ACHEMA—Chemical Engineering Exbn. & Congress. Frankfurt-am-Main 6000.

Hamburg

Aug. 16-25. LEFA—Int'l Food & Delicatessen Fair. Am Dammtor, 2000 Hamburg 36.
Sept. 21-22. 80th Textiles & Clothing Fair. Am Dammtor, 2000 Hamburg 36.
Jan. 23-29, 1969. Int'l Boat Show. Am Dammtor, 2000 Hamburg 36.
March 6-9, 1969. Camping, Weekend & Aquatic Sports Exbn. Am Dammtor, 2000 Hamburg 36.

Hanover

April 26-May 4, 1969. Hanover Trade Fair. Messegelaende 3.

Munich

Sept. 21-29. 7th IKOFA—Int'l Exhibition of Groceries & High-class Provisions. Theresienhohe 13.
Oct. 6-10. Fashion Week. Brecherspitzstrasse 7.
Nov. 7-13. • ELECTRONICA—Int'l Exbn. of Electronic Components & Measurement Instruments. (Production Equipment for the Electronics Industry)
Mar. 1-9, 1969. BAUMA 69—Int'l Construction Mach. Fair. Theresienhohe 13.
Mar. 23-27, 1969. Munich Fashion Week.
Apr. 11-20, 1969. 21st Int'l Handicrafts, Fair. Theresienhohe 13.
May 11-18, 1969. DIAGNOSTICA—Int'l Exhibition on Diagnostics. Theresienhohe 13.
Sept. 8-14, 1969. IFAT—Int'l Exhibition of Sewage Engineering. Theresienhohe 13.

Nuremberg

Feb. 8-14, 1969. Int'l Toy Fair. Berliner Platz.

Offenbach

Aug. 31-Sept. 4, 1968. Int'l Leather Goods Trade Fair (Fall). Semi Annual. Kaiserstrasse 110.
Feb. 22-27, 1969. Int'l Leather Goods Trade Fair (Spring).

Stuttgart

March 5-9, 1969. INTHERM—Int'l Oil & Gas Heating Exbn. 741 Reutlingen/ Wuerttemberg, Mozartstrasse 60.
Apr. 19-27, 1969. INTERHOGA—Int'l Hotel & Catering Show.
April 1969. Int'l Skilled Handicraft Exbn.
May 15-18, 1969. Int'l Blind & Shutter Products Fair. Biennial. 8 Stuttgart.

Wiesbaden

Oct. 12-15. 4th Int'l Souvenir & Gift Show. Klein Wilhelmstrasse 2.
Oct. 25-Nov. 3. HAFA—Household Exbn. for Homemakers. Kapellenstrasse 47.
Dec. 1-3. INTERHUT—Int'l Millinery Fair.

Greece

Thessaloniki

Sept. 1-22. Int'l Trade Fair. General.

Athens

Aug. 10-25. "The Greek House". Consumer goods, home furnishings. 11 Mavromichali Street, Athens 143.

Hong Kong

Hong Kong

Dec. 5-Jan. 9, 1969. Exhibit of Hong Kong Products. 64-65 Connaught Rd.

Hungary

Budapest

May 1969. Int'l Fair. General. Hungarian Fairs Exhibition Organization. Varosliget.

Indonesia

Djakarta

Oct. 1-31. Fourth Int'l Fair (Industrial, Agricultural, Communications, Cultural). 47 Djalan Kreket Bunder.
Nov. 20-Dec. 10. Engineering Exhibition. Djalan Madjapahit No. 1.

Iran

Tehran

Oct. 5-25, 1969. ECAFE 2nd Asian Int'l Trade Fair. General. P.O. Box 22, Tajrish-Tehran.

Iraq

Baghdad

Oct. 1-30. Baghdad Fair. General. Ministry of Culture and Guidance. Directorate General of Fairs and Exhibitions.

Ireland

Dublin

September. Irish Packaging Exhibition.
Aug. 28-Sept. 6, 1969. Irish Int'l Food and Drink Fair.

Israel

Haifa

Mar.-May 1969. Int'l and Nat'l Flower Show.

Tel Aviv

June 1969. AGREXPO—Int'l Agriculture and Food Exbn.

Italy

Ancona

June 1969. Int'l Fisheries and Water Sports Fair.

Bari

Sept. 10-23. Int'l Levant Fair. General. Ente Autonomo della Fiera del Levante.

Bologna

Oct. 5-13. Int'l Building Industries Show. Via del Lavoro 67.
March 1969. Int'l Food Fair.
April 1969. Int'l Children's Book Fair.
May 1969. Int'l Samples Fair.

Bolzano

Sept. 13-23. Int'l Fair. Via Roma 18.

Cagliari

March 1969. Int'l Samples Fair.

Cremona

Sept. 13-22. Int'l Dairy Cattle Fair.

Florence

Sept. 2-8. Int'l Shoe and Leather Fair. Piazza della Liberta 1.
April 1969. Int'l Handicrafts Fair.

Forli' (Riccione)

Aug. 31-Sept. 3. Int'l Philatelic Show.
Sept. 7-9. Nat'l Numismatic Exhibition. Palazzo Turismo.

Genoa

Sept. 21-29. Exbn. of Fire-fighting and accident Prevention Equipment. Piazzale J. F. Kennedy.
Sept. 21-29. Int'l Welding and Equipment Fair.
Oct. 19-27. Int'l Container Exbn. Piazzale J. F. Kennedy.
Nov. 16-26. TECNHOTEL—Int'l Hotel and Tourist Equipment Show.
February 1969. Int'l Boat Show and Camping-Trailer Exhibit.

Messina

Aug. 4-19. Int'l Trade Fair. Campeonaria Internationale.

Milan

Sept. 7-10. MACEF—Int'l Housewares Show. Via Luciano Manara 1.
Sept. 7-15. European Electrical Household Appliance Show. Via Luciano Manara 1.
Sept. 7-15. Radio and TV Show.
Sept. 7-15. Electronic Components, Measuring Instruments and Accessories Show.
Sept. 21-29. SMAU—Italian Office Machinery and Equipment Exhibit. Biennial.
Oct. 4-12. Int'l Exbn. and Congress of Paper and Printing. Lungo Po Antonelli 49, Turin 10153.
Oct. 12-15. MITAM—Int'l Clothing and Interior Decoration Fabrics Show.
Oct. 5-13. PLAST—Int'l Plastics Fair, Viale Teodorica 1912 Milan.
Oct. 6-13. Italian Machine Tool Show. Biennial. Via Palestro 22, Milan 20121.
Oct. 7-15. EXPO-CT—Commercial & Tourism Facilities and Equipment Show.
Oct. 12-20. MAC-68—Exbn. of Chemical Equipment Via D do Settignano 13, Milan 20149.
Nov. 19-25. Automation and Instrumentation Show.
January 1969. Int'l Toy Show.
January 1969. MIPEL—Int'l Leather

PRODUCT DEMONSTRATIONS are particularly effective in attracting the attention of buyers at fairs. Here spectators at Melbourne's Engineering Show see a numerically-controlled U.S. machine in action.

Goods Show Semi Annual.
February 1969. SIN—International Music Show.
March 1969. Heating, Air Conditioning and Refrigeration Show.
March 1969. MIAS—Int'l Sporting Goods Show.
April 1969. Int'l Samples Fair.
May 1969. IPACK-IMA—Int'l Trade Fair.
June 1969. MIPEL—Int'l Leather Goods Show. Semi Annual.
Oct. 4-10, 1969. Int'l Packaging, Mech. Handling, Industrial Machine Food Processing Exbn.
Oct. 21-26, 1969. Hydraulic, Pneumatic, Apparatus and Lubrication Exbn.

Monza
Sept. 14-29. Int'l Furnishings Show.

Naples
January 1969. EXPOSUDHOTEL—Int'l Hotel and Tourist Equipment Show.
March 1969. MOBILSUD—Int'l Furniture Show.
May 1969. SIR—International Gift Show.
June 1969. BIMBOSUD—Children's Toys, Clothing and Foods Show.
June 1969. Int'l Household Furnishings Construction and Design Show.

Padua
Sept. 26-30. Int'l Public Services Exbn. Via N. Tommaseo 59.
Oct. 10-15. TRAMAG—Int'l Warehousing, Mechanical Handling and Packing Equipment Exbn.
Nov. 28-Dec. 1. MAV—Poultry-Cattle Show.
June 1969. Int'l Samples Fair.

Palermo
June 1969. Int'l Samples Fair.

Parma
Sept. 21-29. Int'l Food Processing and Packaging Equip. Show.
April 1969. Int'l Supermarkets Show.

Perugia (Gualdo Tadino)
July 22-Aug. 31. Int'l Ceramics Show.

Piacenza
Sept. 3-8. Int'l Hydrocarbons Show.

Rome
March 1969. Int'l Electronics and Nuclear Show.

Reggio Calabria
February 1969. Int'l Citrus Show.

Trieste
June 1969. Int'l Wood Show.

Turin
Sept. 6-9. SAMIA—Int'l Exbn. of Clothing and Accessories. Semi-annual. Corso Massimo d'Azeglio 15.
Sept. 20-Oct. 2. Int'l Mountain Show. Corsa Galileo Ferraris 60.
Sept. 20-Oct. 2. Int'l Technical Show. Corso Galileo Ferraris 60.
Oct. 30-Nov. 10. Int'l Auto Show. Corso Galileo Ferraris 60.
February 1969. SAMIA—Int'l Clothing Machinery and Equipment Show. Semi-annual.
March 1969. EURODOMUS—Household Furnishings and Equipment Show.
April 1969. Int'l Perfume and Cosmetics Show.

Varese
June 1969. Int'l Poultry Show.

Venice
July 5-8. Int'l Aeronautical Show.

Verona
Oct. 10-14. Int'l Livestock Show.

Between shows

An export sales method which is becoming more popular is using the display space of the United States Trade Centers between their regularly scheduled shows.

How can the U.S. manufacturer reserve the display space of the centers for between-show exhibits?

Simple. Contact the trade center director directly, in care of the American Embassy in Bangkok, London, Stockholm, and Tokyo, and in care of the American Consulate in Frankfurt and Milan. The government will not do any market surveys or publicity, however. All expenses must be met by the exhibitor.

Directors of the trade centers are: Bangkok—Charles Welbert; Frankfurt—Wolfgang Robinow; London—Donald S. Kilby; Milan—Martin Stahl; Stockholm—Stephen Duncan-Peters; and Tokyo—Richard Garnitz.

The six centers operate as many as ten regularly scheduled shows each year. The intervals between shows usually last two or three weeks. Additional time throughout the year also is allotted for rotating window displays and solo exhibits by U.S. firms.

February 1969. SAMOTER—Int'l Earth Moving and Rural Buildings Construction Show.
March 1969. Int'l Agricultural Machinery Show.

Vicenza
Sept. 8-15. Jewelry and Sportswear Show.
March 1969. Int'l Ceramics Show.

Vigevano (Pavia)
Aug. 30-Sept. 5. Int'l Footwear, Leather and Related Machinery Show.

Jamaica

Kingston
August. Denbigh Agriculture Show and Fair. Jamaica Agricultural Society. 10-12 N. Parade.

Japan

Kyoto
Oct. 6-12. Japan Foundry Exbn.

Nagoya
Oct. 20-29. Japan Machinery Fair.
Oct. 6-13. Nagoya Woodworking Machinery & Equipment Fair.

Osaka
Oct. 9-18. JAPANPLAST—Int'l Fair of Plastics.
Oct. 18-23. Business Show.
Mar. 15-Sept. 13, 1970. EXPO-70—Japan World Exposition. Mido Bldg., 27 Homachi, 4 Chome, Higashi-ku.

Tokyo
July 31-Aug. 2. Leather Goods Fair.
Sept. 8-15. Materials & Machinery for the Packaging Industry. Yahatodori, Shibuya-ku.
Sept. 17-23. ● Japan Electronics Show.
Oct. 2-13. Int'l Machine Tool Fair. Homachibashi, Higashi-ku.
Oct. 7-12. ● Plan Engineering & Maintenance Eqiupment Exbn. Homachibashi, Higashi-ku.
Oct. 10-13. Aerospace Show. Homachibashi, Higashi-ku.
March 1969. Industrial Materials Show.
May 1969. Japan Equipment Exbn.
October 1969. Int'l Hydraulic & Machinery Fair.

Kenya

Kitale
September. Kitale Agriculture, Commercial and Industrial Show.

SPECIAL EXHIBITIONS held at U.S. Trade Centers around the world between regularly scheduled shows continue to make sales and draw potential agents to see U.S. products. At the Tokyo Center recently, Precision Instrument Co.'s show drew 1,043 visitors and predictions of $420,000 in sales.

Nairobi

Oct. 1-5. Nairobi Show (Agricultural & Trade).

Apr. 3-6, 1969. Annual Radio & Electronics Show.

Nanyuki

August. Mt. Kenya Agriculture, Commercial, and Industrial Show.

Korea

Seoul

Sept. 9-Oct. 20. Korean Trade Fair. Korea Trade Promotion Corp. P.O. Box 1621. (formerly known as Asian Trade Fair).

Sept. 2-8. First Int'l Business Machine Show. 81-3 Sejong-ro, Chongno-ku, Seoul.

Libya

Tripoli

Feb. 28-Mar. 20, 1969. 8th Int'l Trade Fair.

Luxembourg

Luxembourg

Aug. 31-Sept. 9. Nat'l Furniture Fair. 41 Rue Glesener.

May-June 1969. LUXEMBOURG Int'l Trade Fair. Boite Postale 110.

Malta

Naxxar

July 1-15, 1969. Int'l Malta Trade Fair. General Manager, Malta Trade Fair Corp., Fair Grounds, Naxxar.

Malaysia

Kuala Lumpur

July-August. Int'l Trade Fair.

Aug. 5-9, 1968. Int'l Medical Exbn.

Mexico

Mexico City

March 1969. Mexican Home Fair. Chamber of Commerce.

Morocco

Casablanca

April-May 1969. Casablanca Int'l Trade Fair. Commissariat General de la Foire, 1 rue Jules Mauran.

Mozambique

Lourenco Marques

June 29-July 14. Fourth FACIM (Agricultural, Commercial & Industrial) Fair. Predio Santos Gil 2 - N 22, P.O. Box 1761.

Netherlands

Amsterdam

Sept. 24-Oct. 2. Office Equipment Exbn. Europaplein 8.

Oct. 13-16. INTERCONTEX—Int'l Clothing & Textile Fair. Europaplein 8.

Oct. 28-Nov. 1. FIAREX—Electronic Components Exbn. Europaplein 8.

Nov. 12-16. EUROPORT-68—Int'l Shipping Marine, Engineering & Port Equipment Exbn. Hoogstraat 111, Rotterdam.

Nov. 25-28. INTERCLEAN-68—Int'l Commercial Cleaning & Maintenance Trade Fair. Europaplein 8.

Mar. 7-16, 1969. Water Sports & Camping Equipment Show.

Eindhoven

April 1969. Int'l Electronics, Electronics Engineers, and Magnetic Conference & Exbn.

Enschede

Mar. 18-27, 1969. Ideal Home Show. Willem de Zwijgerlaan 90, P.O. Box 6005, The Hague.

Hague

Sept. 20-Oct. 1. Int'l Ideal Home Show. P.O. Box 6005.

Hilversum

Sept. 23-25. 5th Sport Fashions & Leisure Wear Exbn. Pyrmontstratt 14-16, Enschede.

Rotterdam

Sept. 17-21. AQUATECH—Int'l Water Usage & Effluent Treatment Exbn. Hoogstraat 111.

Oct. 4-15. Fashion & Housekeeping Exbn. Meent 110.

Oct. 4-15. FEMINA—Int'l Consumers Fair. Beursgebouw, Kamer 424, Meent 110.

Oct. 22-26. NEDEX-68—Int'l Service

Storage, Forwarding & Containerization Exbn. Witte de Withstraat 25.

Mar. 7-16, 1969. LENTIADE—Ideal Home Show. Meent 110.

Utrecht

Aug. 26-29. INDRO—Int'l Perfumery Trade Fair.

September. Lighting Goods Exhibition.

Sept. 8-13. Int'l Fall Fair. Consumer Goods. Vredenburg 49.

September. INTERTONE-68—Musical Instruments Exhibition. Vredenburg 49.

Sept. 25-28. ORNITHOPHILIA—Poultry and Fur Animals Exbn. Vredenburg 49.

Sept. 8-13. Int'l Furniture Fair. Vredenburg 49.

Sept. 8-13. INTER-DECOR—Interior Decoration and Furnishings Fabrics. Vredenburg 49.

Oct. 16-23. ● MACHEVO—Equipment for the Chemical, Petrochemical & Pharmaceutical Industries.

Sept. 16-19. HET KIND—Babies and Childrens Articles and Clothing. Vredenburg 49.

Jan. 21-25. Garden & Park Exbn. Vredenburg 49.

Mar. 18-22, 1969. MEDICA—Int'l Medical Equipment Exbn. Vredenburg 49.

Sept. 9-13, 1969. EUROFINISH—Metal Surface Finishing Fair. Vredenburg 49.

Sept. 30-Oct. 9, 1969. HET INSTRUMENTS—Instruments Exbn. Sparrenlaan 2, Soest, Netherlands.

Volkenburg

Oct. 1-5, 1969. 7th Int'l Builders Trade Fair for Modern Building Methods. Eurohal P.O. Box 32.

New Zealand

Auckland

Sept. 28-Oct. 5. Boat and Caravan Show.

Nov. 25-26. Auckland Agricultural and Pastoral Show.

Mar. 21-April 8, 1969. New Zealand Easter Show.

Aug. 20-Sept. 6, 1969. Int'l Trade Fair. Box 26014, Epsom/Auckland.

Oct. 4-11, 1969. Boat and Caravan Show.

Christchurch

Aug. 16-31. New Zealand Industries Fair.

Napier

October. New Zealand Royal Show. P.O. Box 145.

Norway

Haugesund

July 31-Aug. 8. North Sea Fair. Industry, Shipping, Fisheries, Tourism. P.O. Box 261.

Oslo

Nov. 5-12. Int'l Chemical Engineering Exbn.

Nov. 5-12. AUTOMATICA—Int'l Technology Exbn.

Otta

October 1969. Otta Trade Fair.

Trondheim

August 1969. Official Norwegian Fisheries Fair.

Peru

Lima

Nov. 14-30, 1969. Pacific International Fair. La Feria Internacional del Pacifico, Apartado 4900.

Philippines

Manila

Feb. 19-Mar. 1, 1969. British Capital Goods Exhibition. Board of Trade. 54 Broadway, London, S.W.

Poland

Poznan

September. Poznan Int'l Fair. General. 1, Warsaw.

June 8-22, 1969. 38th Poznan Spring Fair. General. 14, Glogowska.

Warsaw

May 1969. Int'l Book Fair. Books, Records, Art Products. Krakowslae, Przededmiescie 7.

Portugal

Lisbon

June 1969. Int'l Trade Fair. General. Praca das Industrias.

Oporto

Oct. 17-31. Int'l Machine Tools Exbn. Praca das Industrias, Lisbon.

Singapore

Singapore

Sept. 18-23. "Careers-at-Sea" Exhibition.

Somali Republic

Mogadiscio

Sept. 28-Oct. 12, 1969. Somali Int'l Trade Fair. P.O. Box 27.

South Africa

Cape Town

September 1969. Hotel and Catering Trade Show.

Oct. 20-25. Fishing Industries Exbn.

Johannesburg

Aug. 19-24. PLASTIC-68—Plastics and Packaging Exbn. P.O. Box 2900.

Aug. 21-28. SACOMEX—Construction and Materials Exbn. P.O. Box 2900.

Sept. 11-21. Radio, Hi-Fi, and Sound Equipment. P.O. Box 2900.

Sept. 16-21. Commercial Transport Show. P.O. Box 2900.

Oct. 5-12. Rand Great Outdoors Exbn. P.O. Box 2900.

Oct. 16-21. ELECTRA-68—Electrical, Electronics, and Nuclear Engineering Equipment. P.O. Box 2900.

SAMPLE DISPLAY CENTERS in U.S. Embassies abroad provide permanent facilities for exposure of U.S. products to buyers. This display by Westinghouse drew leading apartment furnishers to Beirut Center.

Nov. 4-13. Cars, Motorcycles and Accessories. P.O. Box 2900.
Nov. 4-13. Machine Tools and Mechanical Engineering Exbn.
July 21-26, 1969. Chemical Industries Exbn. P.O. Box 2900.
Aug. 18-23, 1969. Mining Exbn. P.O. Box 2900.
Sept. 22-27, 1969. ELECTRA-69—P.O. Box 2900.
Nov. 17-22, 1969. Motor Trade Show. P.O. Box 2900.

Pretoria

August-September. Pretoria Exbn. Agriculture and Consumer Goods and Equipment.
Aug. 29-Sept. 7. STAMPEX—State, Provincial, Municipal Industrial Equipment and Materials Exbn.

Spain

Barcelona

Oct. 6-12. Int'l Municipal Machinery and Equipment Exhibition. Avenida Maria Cristina.
Nov. 9-24. HOGAROTEL—Hotel Management, Maintenance, Equipment & Gastronomy Exbn. Avenida Maria Cristina.
March 1969. Int'l Nautical Exbn.

Bilbao

Aug. 14-29. Int'l Trade Fair, Apartado 468.
Mar. 3-12, 1969. Technical Fair of the Electrical Industry & Mechanical Handling Equipment. Apartado 468.
Mar. 3-12, 1970. Technical Machine Tool Fair. Apartado 468.

Elda

Sept. 16-23. Int'l Footwear & Allied Industries Fair. Avenida de Chapi.

Madrid

June 28-July 13 1969. AIDA Int'l Food Exhibition. Planta 11.

Murcia

April 1969. Int'l Canning & Food Products Fair.

Seville

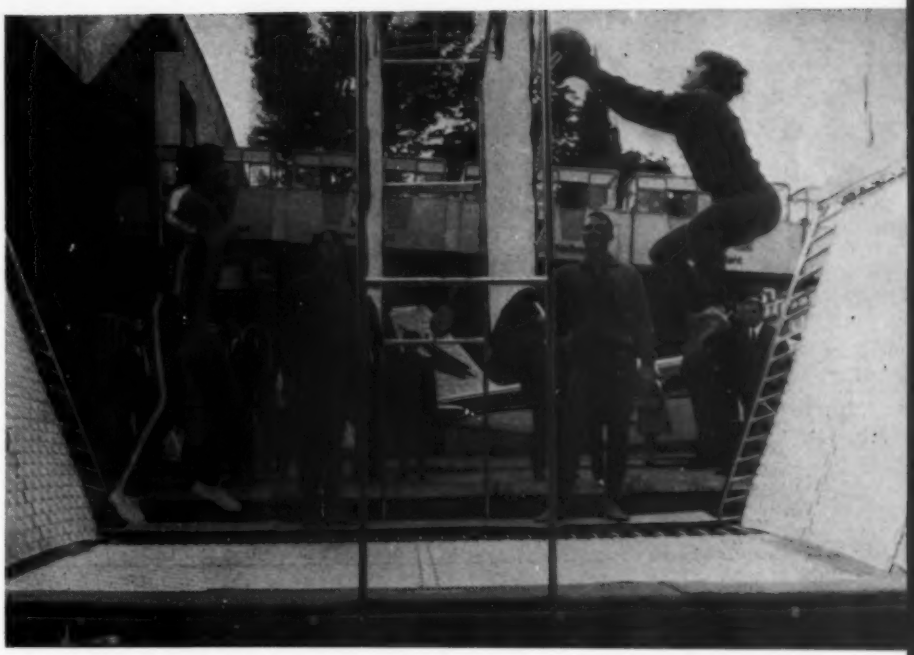
April 1969. Ibero-American Samples Fair. Llano del Real 2.

Valencia

Oct. 12-21. Int'l Furniture & Woodworking Machinery Fair. Llano de Real.
Feb. 15-23, 1969. Toy & Children's Accessories Fair. Apartado 476.

Zaragoza

April 6-13, 1969. Agricultural Machinery Fair. Palacio Ferial.



RECREATION EQUIPMENT, including swimming pools, sports equipment, and even trampolines, formed an important part of the U.S. shows at Barcelona, Munich, and Belgrade in the TOUREX/67 series.

Surinam

Paramaribo

September-October. Surinam Trade Fair. General, Gravenstraat 7.

Sweden

Goteborg

Sept. 7-15. Household of Today Exbn. Goteborgs Kopannaforbund, Vasagatan 52.
Oct. 5-8. TRI-KO-SOM—Exbn. of Clothing Industry, Machinery & Knitting Machines. 2, Boras.
Oct. 12-20. SCANSEA—Int'l Fishing Industry & Coasting Trade Exbn.
Jan. 18-22, 1969. Scandinavian Lighting Fair.
Feb. 13-23, 1969. Swedish Int'l Boat Show.
Mar. 4-8, 1969. INTER-REST—Hotel & Restaurant Exbn.
April 12-25, 1969. Clothing Machines & Access. Exbn. 2, Boras.
June 5-10, 1969. Int'l Sea Transport Exbn. Svenska Massan.
Oct. 9-15, 1969. SCANCORR—2nd Int'l Corrosion & Surface Protection Equip. Exbn.
Nov. 20-26, 1969. SCANPLAST—Int'l Plastics Show.
Oct. 15-21, 1970. SCANPACK—Int'l Packaging Exbn.
Mar. 10-14, 1971. 3rd Medical Care & Health Commercial & Technical Exbn.

Halsingborg

Aug. 3-11. ANTIK-68—Int'l Fair of Arts & Antiques. Halsingborgsutstallningar.
Aug. 31-Sept. 8. Int'l Maritime Exbn. Halsingborgsutstallningar.
May 10-18, 1969. ENGINE-69—Int'l Fair of Machines for Public Works Bldg. & Transport. Halsingborgsutstallningar.

Malmo

Aug. 16-25. 50th Int'l Skane Fair, featuring "A Cleaner World". P.O. Box 19015, Malmo 19.
Jan. 28-Feb. 2, 1969. 4th Int'l Boat Show.
Aug. 15-24, 1969. 51st Int'l Skane Fair.
March 1969. MOTORVAREN—Automobile & Access. SHOW. P.O. Box 19015.
Oct. 1-4, 1969. RESTA—Hotel and Restaurant Exbn. P.O. Box 19015.

Stockholm

Sept. 4-15. St. Erik's Fair. (Consumer Goods) Storangsvagen 18.
Oct. 4-10. Instrument & Measuring Technical Fair. Storangsvagen 18.
Nov. 15-24. Kitchen Equipment Exbn. Storangsvagen 18.

ORIGINALLY JUST AN AFTERTHOUGHT, the offshoot U.S. Exhibition of business machines at Ankara after the Izmir Fair in Turkey created impressive sales for the companies which took part in "BIZMAX."

Feb. 6-9, 1969. Swedish Furniture Fair. Storangsvagen 18.
Feb. 22-26, 1969. Int'l Forest Exbn. Storangsvagen 18.
Mar. 19-30, 1969. Int'l Boat Show. Storangsvagen 18.
April 3-7, 1969. Sport Car Exbn. Storangsvagen 18.
April 21-26, 1969. Int'l Protection Exbn. Storangsvagen 18.
June 23-29, 1969. High Speed Photography Exbn. & Congress. Storangsvagen 18.
Sept. 3-14, 1969. St. Erik's Int'l Trade Fair. Storangsvagen 18.
Oct. 17-24, 1969. Int'l Office Equipment Exbn. Storangsvagen 18.
April 7-12, 1970. HOSPITAL-70—Int'l Hospital Exbn. (Trade only) Storangsvagen 18.

Switzerland

Basel

Sept. 1-3. INTERFEREX-68. 5th Int'l Hardware Exbn. Schweizer Mustermesse 4000.
Sept. 9-14. 4th ILMAC. Int'l Exbn. of Laboratory, Measurement & Automation (Techniques in Chemistry & Chemical Engineering). Schweizer Mustermesse 4000.
Sept. 28-Oct. 6. HOLZ-68—Int'l Fair for Woodworking Machinery. Biennial. Schweizer Mustermesse 4000.
Nov. 15-24. FAWEM—1st Int'l Exbn. for Machine Tools. Schweizer Mustermesse 4000.
March 4-8. Swiss Industries Fair. Schweizer Mustermesse 4000.
Mar. 4-8. INEL-68—4th Exbn. of Industrial Electronics. Schweizer Mustermesse 4000.
May 29-June 4, 1969. PRO-AQUA-69—Int'l Water & Purification Exhibition. Schweizer Mustermesse 4000.
Oct. 6-11, 1969. NUCLEX—Int'l Nuclear Industries Fair. Schweizer Mustermesse 4000.
November 1969. IGEHO—Int'l Exhibition for Catering & Hotel Management.
Nov. 19-25, 1969. Int'l Exbn. of Surface Treatment. Schweizer Mustermesse 4000.

Bern

Nov. 8-18. MOWO—Exbn. of Fashion, Household Wares & Homes. Wogo, Thunstrasse, 72.

Geneva

Oct. 23-Nov. 3. Ideal Home Show. C.P. 220, 1211 Geneva 4.
Mar. 13-23, 1969. Int'l Motor Show. C.P. 220, 1211 Geneva 4.

Lausanne

Jul. 9-18. Int'l Exbn. & Congress of Photogrammetry. Ave. du Cour 33, 1000 Lausanne.
Sept. 7-22. Swiss Fall Fair.
Mar. 1-9, 1969. Int'l Exbn. of Tourism & Sports. Palais de Beaulieu, 1000 Lausanne.

Montreux

May 19-23, 1969. Int'l Exbn. of Television Equipment. C.P. 97, 1820 Montreux.

Zurich

Aug. 28-Sept. 2. FERA—Swiss Exbn. of Television, Electronics, Radio and Photo. Zuspa, Thurgauerstrasse 7, Stadthof 11. 8050 Zurich.
September. BUFA—Swiss Office Equipment Exbn. Zuspa, Thurgauerstrasse 7, Stadthof 11, 8050 Zurich.
Sept. 26-Oct. 6. Swiss Fall Fair. Household Living Sports & Fashion. Zuspa, Thurgauerstrasse 7, Stadthof 11, 8050 Zurich.
Oct. 31-Nov. 5. Int'l Tech. Fair for Hydraulics & Pneumatics. Biennial. Agifa, Ltd. Universitaetsstrasse 120, 8033 Zurich.
Jan. 20-Feb. 4, 1969. MICROTECNIC—Int'l Fair for High Precision, Technology & Metrology.

Syria

Damascus

Aug. 25-Sept. 20. Damascus Int'l Trade Fair. 67 Avenue de Baghdad.

Thailand

Bangkok

Dec. 12-29. ► Thailand International Trade Fair '68. Huamak Exhibition Grounds. Industrial and Agricultural Machinery and Supplies and U.S. Food Products.

Tunisia

Tunis

May-June 1969. Int'l Trade Fair. Avenue Gambetta.

Turkey

Izmir

Aug. 20-Sept. 20. ► 37th Izmir Int'l Trade Fair. Kultur Park, Izmir.

United Arab Republic

Cairo

October 1968. Cairo Int'l Fair for Industrial, Agricultural, and Mining. Gezira.

United Kingdom

Birmingham

Feb. 15-Mar. 1, 1969. Boat & Leisure Life Exbn. 28 Colmore Circus, Birmingham 4.

Blackpool

Feb. 17-22, 1969. Northern Hotel & Catering & Licensed Trades Exbn. Boston House, West St. Brighton, Sussex.
Feb. 25-27, 1969. Northern Amusement Equipment & Coin Operated Machinery Exbn. Boston House, West St., Brighton, Sussex.

Brighton

Oct. 8-10. Int'l Electronics Production Equipment Exbn.

Jan. 26-30, 1969. British Toy Fair. Regent House 89 Kingsway, London, W.C. 2.

Feb. 18-21, 1969. Int'l Oceanological Equipment and Services Exbn. 6 London St., London, W.C. 2.

Farnborough

Sept. 16-22. Flying Display & Exbn. 29 King St., St. James's, London, S.W. 1.

Glasgow

Oct. 2-19. Modern Homes Exhibit.

Nov. 8-16. BUILDEX—Bldg. materials & Municipal Services Exbn.

Apr. 18-26, 1969. CONPREX—Int'l Concrete Production Exbn. Trafalgar Sq., London, W.C. 2.

Sept. 3-11, 1969. NORBEX—Int'l Engineering Exbn. Trafalgar Sq., London, W.C. 2.

Harrogate

Oct. 22-25. Clean Air Exbn. Field House, Breams Bldg. London, E.C. 4.

Jan. 11-16, 1969. Int'l Toy Fair. Finsbury Court, Finsbury Pavement, London, E.C. 2.

London

July 17-19. Audio Visual Aids Conference & Exbn. 33 Queen Anne St. London, W. 1.

July 29-Aug. 2. Ships' Gear Int'l. 3 Clements Inn, Strand. London, W.C. 2.

Aug. 5-8. PARAPHERNALIA-68—London Int'l Gift Tr. Fair Ex. 39 Duke St. Brighton, Sussex.

Aug. 30-Sept. 14. Int'l Handicrafts & Do-It-Yourself Exbn. Link House, Dingwell Ave. Croydon, Surrey.

Sept. 5-14. London Int'l Food & Drink Fair. New Oxford St. London, W.C. 1.

Sept. 9-13. Fluid Power Int'l Exbn. & Conference. The Tower, Shepherds Bush Rd. London, W. 6.

Sept. 20-28. Int'l Comm. Motor Transport Exbn. Forbes House, Halkin St. London, S.W. 1.

Sept. 24-27. Int'l Flour & Feed Milling Exbn. 65/66 Turnmill Street. London, E.C. 1.

Sept. 30-Oct. 9. Business Efficiency Exbn. 109 Kingsway, London, W.C. 2.

Oct. 2-5. Int'l Radio Engineering Exbn. 35 Gibbs Green, Edgeware, Middlesex.

Oct. 7-11. Diecasting & Precision Metal Moulding Exbn. 96 Hatton Garden, London, E.C. 1.

Oct. 15-18. Engineering Exbn. 9 Seymour St. London, W. 1.

Oct. 15-18. Food Packag. & Proc. Exbn. & Grocery Trade Exbn. 6 London St. London, W. 2.

Oct. 16-26. Int'l Motor Exbn. Forbes House, Halkin St. London, S.W. 1.

Oct. 19-23. Royal Int'l Dairy Show. 17 Devonshire St. London, W. 1.

Oct. 21-24. Children's and Teenage Fashion Fair. 92 New Cavendish St. London, W. 1.

Nov. 5-8. Nat. Timber Trades & Woodworking Machin'y Exbn. 128 Mashiters Walk, Romford, Essex.

Nov. 6-16. Int'l Caravan & Camping Exbn. Carmelite House, Carmelite St. London, E.C. 4.

Nov. 11-16. Public Works & Municipal Services Congr. & Exbn. 3 Clements Inn. London, W.C. 2.

Nov. 12-15. Int'l Reinforced Plastics Exbn. 3 Clements Inn, London, W.C. 2.

Dec. 2-6. Engineering Mat. & Design Int'l Exbn. & Conf. New Oxford St. London, W.C. 1.

Dec. 2-6. Royal Smithfield Show & Agric. Machinery Exbn. Forbes House, Halkin St. London, S.W. 1.

Jan. 1-11, 1969. Int'l Boat Show. 31 Great Queen St. London, W.C. 2.

Jan. 14-18, 1969. LIGHTSHOW—Lighting Exbn. 3 Clements Inn, London, W.C. 2.

Jan. 27-31, 1969. Int'l Hardware Trades Fair. 9 Castle Place, High Wycombe, Bucks.

Jan. 27-Feb. 8, 1969. INTERFURN—Int'l Furniture Show. 1/19 New Oxford St. London, W.C. 1.

Jan. 29-Feb. 8, 1969. COLEX—Camping & Outdoor Life Exbn. Exhibition House, Spring St. London, W. 2.

Feb. 9-13, 1969. Leathergoods, Luggage & Handbag Fair. 9 St. Thomas St. London, S.E. 1.

Feb. 24-23, 1969. Int'l Carpet, Linoleum & Floor Coverings Fair. 1/19 New Oxford St. London, W.C. 1.

Feb. 24-28, 1969. IMBEX—Int'l Men's & Boys' Wear Exbn. 1/19 New Oxford St. London, W.C. 1.

Mar. 10-14, 1969. ELPEX—Int'l Electronic Production Equipment Exbn. 9 Argyll St. London, W. 1.

Mar. 10-14, 1969. MEDEA 69—Int'l Medical Engineering & Automation Exbn. 9 Argyll St. London, W. 1.

Mar. 10-14, 1969. Int'l Reprographic & Industrial Photographic Exbn. 9 Argyll St. London, W. 1.

Mar. 25-28, 1969. Effluent & Waste Treatment Exbn. & Convention. 3 Clements Inn, London, W.C. .

Mar. 25-29, 1969. LABEX—Laboratory Apparatus & Materials Exbn. 3 Racquet Court, Fleet St., London, E.C. 4.

Apr. 21-26, 1969. Int'l Coin-Op. Laundry, Dry Cleaning & Allied Trade Exbn. 1/19 New Oxford St., London, W.C. 1.

OVER 150 FIRMS took part in one or more of the TOUREX/67 series of exhibitions during 1967. This scene shows buyers at the first of the three shows, at a Barcelona international fair in June of last year.

COMPUTER EXHIBITION BY TRAIN in the United Kingdom drew important visitors at each of four up-country stops after London showing. Exhibition series was so successful similar sales tours in other countries are being planned for the future.

Apr. 22-30, 1969. Int'l Engineering, Marine & Welding Trades Exbn. 1/19 New Oxford St. London, W.C. 1.

Apr. 22-30, 1969. Int'l Chemical & Petroleum Eng. Exbn. 1/19 New Oxford St. London, W.C. 1.

May 12-17, 1969. Int'l Photo-Cine Fair, Dorset House, Stamford St. London, S.E. 1.

May 13-16, 1969. Int'l Radio & Electronic Components Exbn. 9 Argyll St. London, W.1.

May 28-June 3, 1969. World Fishing Exbn. Shepherds Bush Road, London, W. 6.

June 2-6, 1969. Int'l Hospital Equipment, Medical Engineering & Services Exbn. 14 New Burlington St. London, W. 1.

June 18-28, 1969. INTERPLAS—Int'l Plastics Exbn. Dorset House, Stamford St. London, S.E. 1.

July 14-18, 1969. Int'l Reclamation & Disposal Exbn. High St., Croydon, Surrey.

Sept. 23-26, 1969. FILTECH—Int'l Filtration Exbn. 1 Katherine St. Croydon, Surrey.

Sept. 29-Oct. 8, 1969. Business Efficiency Exbn. 109 Kingsway, London, W.C. 2.

Nov. 12-Nov. 26, 1969. Int'l Building Exbn. 11 Manchester Square, London, W. 1.

April 8-15, 1970. A.S.E.E. Exbn. Int'l Electrical Engineers, 6 Museum House, 25 Museum St. London, W.C. 1.

Uganda

Kampala

Sept. 8-11. Int'l Medical Exhibition. Chamber of Commerce.

USSR

Address for all fairs: USSR Dept. of Int'l Exhibitions; 6 Kuibyshev St., Moscow.

Kiev

March 1969. Automatic Equipment for Producing Sugar Cubes & Filtering Equip. for the Sugar Industry.

Leningrad

Aug. 6-20. Int'l Fishing Exhibition. Modern Method of Catching Fish & Processing Sea Products.

Moscow

May 14-18, 1969. AUTOMATIZATIYA-69—Modern Means of Automation for Production Processes.

July 9-23, 1969. INPOLIGRAFMASH—Modern Printing Machinery Exhibition.

September 10-24, 1969. OBUV—Footwear, Shoemaking Machinery & Leather Processing Exhibition.

May-June 1970. Modern Equipment & Technological Processes in Light Industries.

September 1970. Int'l Chemistry Exhibition.

United States

The fairs in this section are listed chronologically and by name, location, and management address. It represents only a partial listing of trade shows in this country, and includes those whose managements have indicated to the Commerce Department an interest in foreign exhibitors and/or visitors. Information is taken from the latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

June-September 1968

June 1-Sept. 10. Int'l Textile Exposition (Cal-Expo. State Fair) Sacramento. 1600 Arden Way, Sacramento, Calif. 95809

July 1968

8-12. Southern Furniture Show. High Point, N.C. P.O. Box 828, High Point, N.C. 27261

11-14. Southern Jewelry Show. Atlanta, Ga. 631 Candler Bldg., Atlanta, Ga. 30303

13-17. Independent Housewares Fair. Chicago. 466 Central Ave., Northfield, Ill. 60093

14-17. Pacific Fine Foods. Los Angeles. P.O. Box 866, 1103 Roanoke Place, Pasadena, Calif. 91103

15-19. Nat'l Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654

23-28. Int'l Aerospace Exposition. Milwaukee. 128th Wisconsin Air Nat'l Guard Bldg., Milwaukee, Wis. 53207.

August 1968

4-7. Memphis Cotton States Gift, Jewelry & Decorative Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

4-7. Nat'l Fancy Food & Confection Show. New York. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017

4-8. Nat'l Jewelry Trade Show. New York. 1025 Vermont Ave., N.W. Washington, D.C. 20005

BUSINESS INFORMATION OFFICES and lounges, such as this area at the TOUREX/67 promotion in Belgrade, are maintained at U.S. Exhibitions overseas for the use of exhibitors for sales conferences.

13-15. American Management Assn's. Education & Training Expo. and Conference. New York. Banner & Grief, Ltd., 369 Lexington Ave., New York, N.Y. 10017

14-17. Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H. Levittown, N.Y. 11756

15-24. Kentucky State Fair. Louisville. P.O. Box 17067, Louisville, Ky. 40217

17-24. Erie County Fair. Hamburg, N.Y. Box 526, 5600 McKinley Pkwy., Hamburg, N.Y.

20-23. Western Electronic Show & Convention. Los Angeles. 4600 Wilshire Blvd., Los Angeles, Calif. 90005

25-28. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

25-28. Minneapolis Gift & Jewelry Show. Minneapolis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago, Ill. 60603

September 1968

1-5. Detroit Gift Show. Detroit. P.O. Box 188 Zanesville, Ohio. 43701

8-11. Miami China, Glass, Gift, Jewelry & Stationery Show, Miami Beach. Helen Brett Enterprises, 6 E. Monroe St., Chicago, Ill. 60603

8-12. Int'l Poultry Industry Expo. Chicago. 850 Wrigley Bldg., 410 N. Michigan Ave., Chicago, Ill. 60611

9-Oct. 5. Australia Comes to the Design Center. Los Angeles. Government Trade Commission, Suite 2208, 3600 Wilshire Blvd., Los Angeles, Calif.

10-12. The AD Show. New York. 11 West 42nd St., New York, N.W. 10036

12-15. Int'l Inventors and New Products Exbn. New York. Patent Exhibits Inc., 550 Fifth Ave., New York, N.Y. 10036

14-18. NAM Int'l Furniture & Woodworking Supply Fair. Louisville, Ky. 666 Lake Shore Drive, Chicago, Ill 60611

14-22. Eastern States Expo. W. Springfield, Mass. 1305 Memorial Ave., West Springfield, Mass. 01089

15-18. American Meat Institute Convention & Exbn. Chicago. 59 E. Van Buren St., Chicago, Ill. 60605

15-20. Philadelphia Gift Show. Philadelphia. 220 Fifth Ave., New York, N.Y. 10001

16-19. American Hospital Assn. Show. Atlantic City. 840 N. Lake Shore Drive, Chicago, Ill. 60611

17-20. Int'l Brewing Industries Expo. Detroit. 1849 W. 24th St., Cleveland, O. 44113

21-29. Oklahoma State Fair. Oklahoma City. P.O. Box 5026, Oklahoma City, Okla.

TOURISM INDUSTRY EQUIPMENT drew buyers from all over Europe to three TOUREX/67 promotions in Spain, Germany, and Yugoslavia last year to see latest U.S. products for hotels, restaurants, catering.

23-26. Iron & Steel Expo. Cleveland. 1010 Empire Bldg., Pittsburgh, Pa. 15222

24-26. Food & Drug Packaging Show. New York. 250 Gateway Towers, Pittsburgh, Pa. 15222

24-26. WESTEC/North (Western Metal & Tool Expo. & Conference) San Francisco. 20501 Ford Road, Dearborn, Mich. 48128

25-27. New England Business Equipment Expo. Boston. Rhodes Expo. Co., 201 Sheraton-Biltmore, Providence, R.I. 02902

25-27. Marking Device Assn. Boston. 1611 Chicago Ave., Evanston, Ill. 60201

26-29. Marine Trades Exbn. Chicago. Outboard Boating Club of America, 307 N. Michigan Ave., Chicago, Ill. 60601

29-Oct. 4. American Society for Testing Materials Meeting & Show. Atlanta. 1916 Race St., Philadelphia, Pa. 19103

October 1968

1-5. Heart O'Texas Fair. Waco. P.O.B. 7581, Waco, Tex. 76710

4-6. American Bottled Water Assn. Trade Show. San Francisco. 1411 W. Olympic Blvd., Los Angeles, Calif. 90015

4-13. World Food & Agricultural Expo. Madison, Wis. Sun Prairie, Wis.

5-7. Pan American Hotel & Restaurant Expo. Miami Beach. 141 N.E. 3rd Ave., Miami, Fla. 33132

5-9. Nat'l Tire Dealers & Retreaders Assn. Show. Cleveland. 1343 "L" St., N.W., Washington, D.C. 20005

5-20. Texas Int'l Trade Fair. Dallas. P.O. Box 26010, Dallas, Tex. 75221

6-10. American Mining Congress. Las Vegas. 1102 Ring Bldg., Washington, D.C. 20006

7-10. Nat'l Hardware Show. New York. Chas. Snitow Organization, 331 Madison Ave., New York, N.Y. 10017

7-11. American Furniture Mart Int'l Home Furnishing Show. Chicago. 666 Lake Shore Drive, Chicago, Ill. 60611

8-10. 1968 ASTME Southeastern Engineering Conference & Expo. Atlanta, Ga. 20501 Ford Road, Dearborn, Mich. 48128

13-15. Brewers Assn. of America Show. Chicago. 541 W. Randloph St., Chicago, Ill. 60606

13-16. American Hardware Manufacturers Assn. Show. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

13-16. Produce Packaging Expo. San Francisco. P.O. Box 674, Newark, Del. 19711

14-17. Materials Engineering Expo. & Congress. Detroit. Metals Park, O. 44073

18-25. Southern Furniture Show. High Point, N.C. P.O. Box 828, High Point, N.C. 27261

20-23. Public Work Congress & Equipment Show. Miami Beach. 1313 E. 60th St., Chicago, Ill. 60617

21-25. Southern Textile Expo. Greenville, S.C. Textile Hall Corp., Box 5823, Station B, Greenville, S.C. 29606

22-24. Point-of-Purchase Advertising Institute Show. New York. 521 Fifth Ave., New York, N.Y. 10017

24-27. Mountain States Industrial & Business Exhibit & Conference. Denver. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

26-29. Nat'l Sporting Goods Assn. Show. Anaheim, Calif. 23 East Jackson Blvd., Chicago, Ill. 60604

27-30. Nat'l Outerwear & Sportswear Show. New York. 347 Fifth Ave., New York, N.Y. 10016

28-31. Instrument-Automation Conference & Exbn. New York. 530 Wm. Penn Place, Pittsburgh, Pa. 15219

28-Nov. 1. Int'l Container Services & Equipment Expo. Baltimore. Suite 438/440 Lord Baltimore Hotel, Baltimore, Md. 21203

31-Nov. 3. Nat'l Stationery & Office Equipment Show. New York. 740 Investment Bldg., Washington, D.C. 20005

November 1968

4-7. Nat'l Die Casting Expo. & Congress. Detroit. 1601 W. Lafayette St., Detroit, Mich. 48216

6-8. Northeast Electronics Research & Engineering Meeting & Show. Boston. Box 324, Waltham, Mass. 02154

6-10. Direct Mail Advertising Show. Chicago. 230 Park Ave., New York, N.Y. 10013

10-14. Atom Fair. Washington, D.C. 14 W. 40th St., New York, N.Y. 10018

10-15. American Society of Agronomy. New Orleans. 677 S. Segoe Rd., Madison, Wis. 53711

11-14. Nat'l Hotel & Motor Hotel Expo. New York. 141 West 51st St., New York, N.Y. 10019.

12-14. 1968 ASTME Upper Midwest Conference & Tool Expo. Minneapolis. 20501 Ford Road, Dearborn, Mich. 48128

11-15. Nat'l Plastics Expo. Chicago. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

17-21. Int'l Assn. of Clothing Designers Show. Philadelphia. 12 S. 12th St., Philadelphia, Pa. 19107

18-21. Int'l Soft Drink Industry Expo. Detroit. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

24-26. Nat'l Shoe Fair of America. New York. Park Sheraton Hotel. 56th and 7th Ave., New York, N.Y. 10019

December 1968

8-11. Nat'l Electronics Conf. & Exhibit. Chicago. 228 N. LaSalle St., Chicago, Ill. 60601

8-13. Agricultural Engineering Expo. Chicago. 530 Wm. Penn Pl., Pittsburgh, Pa. 15219

26-30. Exposition of Science & Industry. Dallas. 1515 Mass. Ave., N.W., Washington, D.C. 20005

January 1969

5-9. Atlantic City China & Glass Show. Atlantic City. Geo. Little Management, 71 W. 23rd St., New York, N.Y.

13-17. Society of Automotive Engineers Automotive Engineering Congress and Expo. Detroit. 485 Lexington Ave., New York, N.Y. 10017

13-17. Pennsylvania Farm Show. Harrisburg. State Farm Products Show Commission, Harrisburg, Pa.

13-17. Nat'l Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill. 60654

14-19. Toledo Automobile Show. Toledo. 1 Main St., Toledo, O. 43605

14-16. Agricultural Trade Show of Maine. Lewiston. State House, Augusta, Me. 04330

17-26. Mid-American Boat Show. Cleveland. 414 Caxton Bldg., Cleveland, O. 44107

19-22. Canners Show. San Francisco. 7758 Wisconsin Ave., Washington, D.C. 20014

19-23. Nat'l Assn. of Home Builders Convention & Show. Houston. 1625 "L" St., Washington, D.C. 20036

19-25. California Gift Show. Los Angeles. Trade Shows Ltd., 3510 Council St., Los Angeles, Calif. 90004

19-22. Southern Jewelry Show. Atlanta. 631 Candler Bldg., Atlanta, Ga. 30303

20-24. Southern Furniture Show. High Point, N.C. P.O. Box 828, High Point, N.C. 27261

22-26. Oklahoma Sports, Boat & Travel Show. Tulsa. Industrial Expositions, 2785 N. Speer Blvd., Denver, Colo. 80211

24-Feb. 2. Int'l Sports, Vacation & Travel Show. Los Angeles. 1417 Georgia St., Los Angeles, Calif. 90015

22-Feb. 2. Nat'l Boat Show. New York. 420 Lexington Ave., Room 1659, New York, N.Y. 10017

27-30. Int'l Heating & Air Conditioning Expo. Chicago. 200 Park Ave., New York, N.Y. 10017

February 1969

1-10. San Francisco Nat'l Sports & Boat Show. San Francisco. 325 N. Pacific Ave., San Francisco, Calif. 94111

3-7. Nat'l Notion & Novelty Show. New York. 350 Fifth Ave., New York, N.Y. 10001

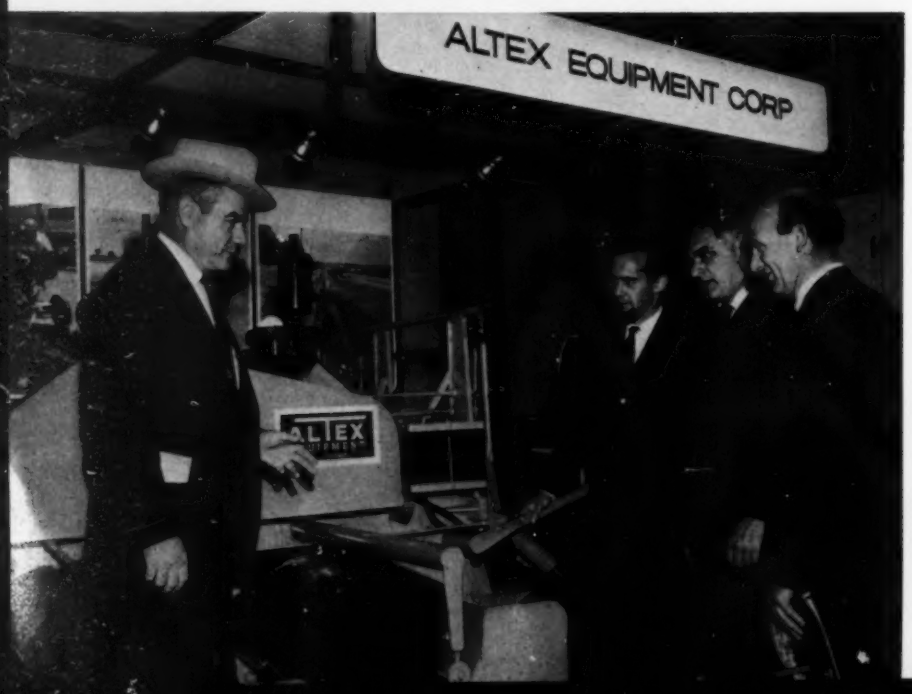
8-12. Nat'l Automobile Dealers Equipment Exbn. Houston. 2000 "K" St., N.W., Washington, D.C. 20006

8-16. Philadelphia Motor Boat & Sportsmen's Show. Philadelphia. 136 Chestnut St., Philadelphia, Pa. 19106

10-13. Automotive Accessories Mfrs. of America Int'l Expo. Chicago 555 E. City Line Ave., Bala Cynwyd, Pa. 19004

12-16. Kansas Sports, Boat & Travel

MELBOURNE'S INTERNATIONAL ENGINEERING SHOW brought U.S. heavy equipment manufacturers to sell their wares "down under" at this show and a following one in New Zealand.



Show. Wichita. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

24-26. Western Farm Show. Kansas City, Mo. Western Assn. 638 West 39th St., Kansas City, Mo. 64111

26-28. Int'l Automotive Service Industries Show. Chicago. 28 E. Jackson Blvd., Chicago, Ill. 60604

March 1969

2-5. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

4-9. Colorado Sports, Boat & Travel Show. Denver. Industrial Expositions Inc., 2785 N. Speer Blvd., Denver, Colo. 80211

5-13. Int'l Automobile Show. New York. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017

7-9. Int'l Stamp Show. New York. Industrial Exhibitions, Inc., 121 W. 45th St., New York, N.Y. 10036

8-16. Chicago Nat'l Boat Show. Chicago. 307 N. Michigan Ave., Chicago, Ill. 60602

10-14. Western Metal & Tool Expo. & Conference. Los Angeles. Exposition Manager, Metals Park, O. 44073

14-17. Nat'l Independent Meat Packers Exbn., Convention & Suppliers Expo. Chicago. 740 Eleventh St., N.W., Washington, D.C. 20001

16-20. ASME Gas Turbine Conference & Products Show. Cleveland. P.O. Box 188, Ho-Ho-Kus, N.J. 07423

18-22. Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H. Levittown, N.Y. 11756

23-28. Philadelphia Gift Show. Philadelphia. Little Bros., 200 Fifth Ave., New York, N.Y. 10001

23-29. Pacific Automotive Show. Los Angeles. 714 W. Olympic St., Los Angeles, Calif. 90015

24-27. Int'l Institute of Electric & Electrical Engineers Exbn., New York. 72 W. 45th St., New York, N.Y. 10036

24-27. Nat'l Plant Engineering & Maintenance Show. Cleveland. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

April 1969

8-10. Progress in Electrical-Electronic Equipment Exbn. St. Louis. 1221 Locust St., St. Louis, Mo. 63103

14-17. Nat'l Packaging Expo. Chicago. Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y. 10017

17-20. Nat'l Stationery & Office Equipment Show. Atlanta, Ga. 740 Investment Bldg., Washington, D.C. 20005

18-25. Southern Furniture Show. High Point, N.C. P.O. Box 828, High Point, N.C. 27261

28-May 2. Knitting Arts Exbn. Atlantic City. Robert T. Kenworthy, Inc., 866 U.N. Plaza, New York, N.Y. 10017

May 1969

5-9. American Society of Tool Engineers Tool Show. Chicago. 20501 Ford Road, Dearborn, Mich. 48127

19-22. Design Engineering Show. New York. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

20-22. Middle Atlantic Hospital Assembly Show. Atlantic City. Highway 206, Princeton, N.J. 08540

21-23. Electronic Industry Meeting & Show. Las Vegas. Room 1702 100 S. Wacker Drive, Chicago, Ill. 60606

26-29. Nat'l Restaurant Show. Chicago. 1530 N. Lake Shore Drive, Chicago, Ill. 60610

June 1969

5-7. Footwear Management Conference & Expo. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

7-15. Universe of Photography. New York. Clapp & Poliak, 245 Park Ave., New York, N.Y. 10017

15-18. Consumer Electronics Show. New York. Charles Snitow Organization, Inc., 331 Madison Ave., New York, N.Y. 10017

15-19. Nat'l Plumbing & Heating Expo. Washington, D.C. 1016 - 20th St., N.W., Washington, D.C. 20036

18-21. Panorama For Progress. Miami Beach. 2000 "K" St., N.W., Washington, D.C. 20006

22-25. Industrial Advertising Expo. Los Angeles. 41 E. 42nd St., New York, New York.

22-26. Nat'l Assn. of Retail Grocers Convention & Exhibit. Detroit. 360 Michigan Ave., Chicago, Ill. 60601

July 1969

7-11. Southern Furniture Show. High Point, N.C. P.O. Box 828, High Point, N.C. 27261

14-18. Nat'l Housewares Exhibit. Chicago. 1130 Mercandise Mart, Chicago, Ill. 60654

20-23. Southern Jewelry Show. Atlanta, Ga. 631 Candler Bldg., Atlanta, Ga. 30303

August 1969

13-16. Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H. Levittown, N.Y. 11756

18-25. Erie County Fair. Hamburg, N.Y. Box 526, 5600 McKinley Pkway., Hamburg, N.Y.

19-22. Western Electronic Show & Convention. San Francisco. 3600 Wilshire Blvd., Los Angeles, Calif. 90005

24-27. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles, Calif. 90004

ATTRACTIVE PAVILION EXTERIORS get local publicity, which in turn draws potential buyers and agents to see the American products on display.

September 1969

13-21. Eastern States Expo. W. Springfield, Mass. P.O. Box 191, 1305 Memorial Ave., West Springfield, Mass. 01089

14-18. Int'l Poultry Industry Expo. New Orleans. 850 Wrigley Bldg., No. 410 N. Michigan Ave., Chicago, Ill. 60611

17-20. Nat'l Stationery & Office Equipment Show. Chicago. 740 Investment Bldg., Washington, D.C. 20005

24-29. Direct Mail Advertising Assn. Show. Boston. 230 Park Ave., New York, New York. 10013

27-Oct. 1. Nat'l Tire Dealers & Retreaders Assn. Show. Atlanta. 1343 "L" St., N.W., Washington, D.C. 20005

28-Oct. 1. American Meat Institute Convention & Exbn. Chicago. 59 E. Van Buren St., Chicago, Ill. 60605

28-Oct. 3. Philadelphia Gift Show. Philadelphia. Little Bros., 220 Fifth Ave., New York, N.Y. 10001

29-Oct. 2. Nat'l Hardware Show. New York. Charles Snitow Organization, 331 Madison Ave., New York, N.Y. 10017

October 1969

12-15. Produce Packaging Expo. Boston.

P.O. Box 674, Newark, Del. 19711

17-19. Pan American Hotel & Restaurant Expo. Miami Beach. 141 N.E. 3rd Ave ., Miami, Fla. 33132

19-23. Materials Engineering Expo. and Congress. Detroit. Exposition Manager, American Society for Metals, Metals Park, O. 44073

20-24. American Textile Machinery Exbn. Greenville, S.C. ATMA, P.O. Box 96, Vienna, Va.

24-21. Southern Furniture Show. High Point, N.C., P.O. Box 828, High Point, N.C. 27261

25-29. Nat'l Outerwear & Sportswear Show. New York. 347 Fifth Ave., New York, N.Y. 10016

27-30. Instrument-Automation Conference & Exbn. Houston. Penn Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa. 15219

27-30. Point-of-Purchase Advertising Institute Show. Chicago. 521 Fifth Ave., New York, N.Y. 10017

November 1969

4-7. Nat'l Die Casting Expo. & Congress. Detroit. 1601 Lafayette St., Detroit, Mich. 48216

5-7. Northeast Electronics Research & Engineering Meeting & Show. Boston. Box 324, Waltham, Mass. 02154

9-15. American Society of Agronomy. Detroit. 677 S. Segoe Rd. Madison, Wis. 53711

11-14. Industrial Electric Expo. Pittsburgh. 917 Liberty Ave., Pittsburgh, Pa. 15222

13-17. Int'l Assn. of Clothing Designers. Baltimore. 12 S. 12th St., Philadelphia, Pa. 19107

17-20. Int'l Soft Drink Industry Expo. San Francisco. Clapp & Poliak, Inc., 341 Madison Ave., New York, N.Y. 10017

December 1969

1-5. Exposition of Chemical Industries. New York. Pan Am Bldg., 200 Park Ave., New York, N.Y. 10017

1-5. Atom Fair. San Francisco. 14 W. 40th St., New York, N.Y. 10018

8-10. Nat'l Electronics Conf. & Exhibit. Chicago. 228 LaSalle, Chicago, Ill. 60601

26-31. Expo. of Science & Industry. Boston. 1515 Mass. Ave., N.W., Washington, D.C. 20005

May 1970

19-31. Middle Atlantic Hospital Assembly & Show. Atlantic City. Highway 206, Princeton, N.J. 08540

June 1970

4-6. Footwear Management Conference & Expo. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

July 1970

13-16. 1970 Int'l Powder Metallurgy Conference. New York. 201 East 42nd St., New York, N.Y. 10017

September 1970

19-23. Nat'l Tire Dealers & Retreaders Assn. Show. Atlantic City, N.J. 1343 "L" St., N.W., Washington, D.C. 20005

October 1970

18-21 American Hardware Mfrs. Assn. Show. Atlantic City. 342 Madison Ave., New York, N.Y. 10017

Yugoslavia

Belgrade

Oct. 12-20. Int'l Clothing Fair—"Fashion in the World." Bulevar Misica Vojvode 14.

October. Int'l Book Fair. Bulevar Misica Vojvode 14.

Nov. 9-17. 1st Int'l Cinematic-Photo Exbn. Bulevar Misica Vojvode 14.

May 17-5. Int'l Technical Fair. Bulevar Misica Vojvode 14.

June 1969. Int'l Chemical Exbn.

Sept. 7-4, 1969. Int'l Foundry Exbn.

Kranj

Aug. 2-13. The Gorenjski Highland Fair.

Leskovac

June 1969. Int'l Textile & Textile Machinery Fair. Koste Stamenkovica 5.

Ljubljana

Aug. 31-Sept. 8. Int'l Fair of Wine, Spirits, Fruit Juices, and Equipment. Gospodarsko Razstavisce, Titova 50.

Oct. 8-13. "Modern Electronics." Int'l Exbn. of Electronics, Telecommunications, Automation and Nucleonics. Gospodarsko Razstavisce, Titova 50.

Nov. 4-12. Int'l Furniture Fair. Gospodarsko Razstavisce, Titova 50.

Novi Sad

Sept. 22-Oct. 5. Int'l Hunting & Fishing Fair. Novosadski Sajam, Hajduk Veljkove 11.

Oct. 1-7. Yugoslav Fair of Fruits, Vegetables & Processed Articles. Novasadski Sajam, Hajduk Veljkove 11.

May 1969. Int'l Agricultural Fair. Novosadski Sajam, Hajduk Veljkove 11.

Skopje

July 5-13. 18th Consumer Goods, Production Materials and Equipment Fair. Skopski Saem, U 1, Zagrebacki b.b.

Oct. 3-11. Int'l Tobacco and Tobacco Industry Equipment Fair. Skopski Saem, U 1, Zagrebacki bb.

Zagreb

Sept. 12-22. Int'l Fall Fair. General. Zagrebacki Belesajam, Aleja Borisa Kidrica 2.

April 1969. Int'l Spring Fair. Consumer Goods. Zagrebacki Belesajam, Aleja Borisa Kidrica 2.

April 18-26, 1970. Int'l Plastics Fair. Zagrebacki Belesajam, Aleja Borisa Kidrica 2.

Zambia

Lusaka

Aug. 2-5. Zambia Agricultural Show. P.O. Box 333.

Ndola

June 28-July 2. Zambia Trade Fair. General. P.O. Box 1058.

ELECTRONIC CONTROLS for machining operations drew many interested trade visitors to the U.S. Exhibition at the 1967 London International Engineering and Marine Exhibition. Next edition—1969.

HIGHLY SUCCESSFUL mobile exhibition carried products of 15 U.S. computer makers for a record-breaking London Trade Center show to exhibitions in Birmingham, Manchester, Newcastle, and Glasgow.

Specialty fairs—a cross-reference listing

The following list repeats some of the foreign fairs included in the foregoing schedule. These are events which have one distinctive major product line for display. Readers will find additional details by referring to the main list, which gives the international fairs by country and city.

Advertising

Boston, MASSACHUSETTS; Chicago, ILLINOIS; Los Angeles, CALIFORNIA; New York, NEW YORK.

Agriculture

Buenos Aires, ARGENTINA; Brisbane, Perth, AUSTRALIA; Wels, AUSTRIA; Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Tel Aviv, ISRAEL; Verona, ITALY; Kingston, JAMAICA; Kitale, KENYA; Auckland, NEW ZEALAND; Zaragoza, SPAIN; Novi Sad, YUGOSLAVIA; Lusaka, ZAMBIA; Chicago, ILLINOIS; Detroit, MICHIGAN; Hamburg, NEW YORK; Harrisburg, PENNSYLVANIA; Kansas City, MISSOURI; Lewiston, MAINE; Madison, WISCONSIN; New Orleans, LOUISIANA.

Audio-Visual

Montreal, CANADA; Lyon, FRANCE; Montreux, Zurich, SWITZERLAND; London, UNITED KINGDOM.

Automotive

Helsinki, FINLAND; Paris, FRANCE; Frankfurt, GERMANY; Johannesburg, SOUTH AFRICA; Malmo, SWEDEN; London, UNITED KINGDOM; Atlanta, GEORGIA; Atlantic City, NEW JERSEY; Chicago, ILLINOIS; Cleveland, OHIO; Detroit, MICHIGAN; Houston, TEXAS; Los Angeles, CALIFORNIA; New York, NEW YORK; Toledo, OHIO.

Aviation

Buenos Aires, ARGENTINA; Paris, FRANCE; Venice, ITALY; Tokyo, JAPAN; Farnborough, UNITED KINGDOM; Milwaukee, WISCONSIN.

Boats & Boating

Melbourne, Sydney, AUSTRALIA; Montreal, Toronto, CANADA; Copenhagen, DENMARK; Helsinki, Turku, FINLAND; Berlin, Hamburg, GERMANY; Genoa, ITALY; Auckland, NEW ZEALAND; Goteborg, Malmo, Stockholm, SWEDEN; Birmingham, London, UNITED KINGDOM; Chicago, ILLINOIS; Cleveland, OHIO; Denver, COLORADO; Philadelphia, PENNSYLVANIA; New York, NEW YORK; San Francisco, CALIFORNIA; Tulsa, OKLAHOMA; Wichita, KANSAS.

Building & Construction

Brussels, Charleroi, BELGIUM; Paris, FRANCE; Essen, Munich, GERMANY; Bologna, Verona, ITALY; Valkenburg, NETHERLANDS; Johannesburg, SOUTH AFRICA; Glasgow, London, UNITED KINGDOM; Houston, TEXAS; Miami Beach, FLORIDA.

Business

Atlanta, GEORGIA; Boston, MASSACHUSETTS; Chicago, ILLINOIS; Dallas, TEXAS; Denver, COLORADO; New York, NEW YORK.

Camping, Sports, Fishing

Ostend, BELGIUM; Montreal, CANADA; Paris, FRANCE; Cologne, Essen, Hamburg, GERMANY; Ancona, Milan, ITALY; Trondheim, NORWAY; Singapore, SINGAPORE; Cape Town, SOUTH AFRICA; Goteborg, SWEDEN; London, UNITED KINGDOM; Leningrad, U.S.S.R.; Novi Sad, YUGOSLAVIA; Anaheim, CALIFORNIA; Denver, COLORADO; Los Angeles, CALIFORNIA; Philadelphia, PENNSYLVANIA; San Francisco, CALIFORNIA; Tulsa, OKLAHOMA.

Clothing & Textiles

Brussels, Ghent, BELGIUM; Sao Paulo, BRAZIL; Copenhagen, DENMARK; Paris, FRANCE; Berlin, Cologne, Duesseldorf, Frankfurt, Hamburg, Munich, GERMANY; Milan, Turin, ITALY; Amsterdam, Hilversum, NETHERLANDS; Berne, SWITZERLAND; Belgrade, YUGOSLAVIA; Atlantic City, NEW JERSEY; Baltimore, MARYLAND; Greenville, SOUTH CAROLINA; New York, NEW YORK; Philadelphia, PENNSYLVANIA; Sacramento, CALIFORNIA.

Electrical, Electronics, Instruments, Automation

Melbourne, Sydney, AUSTRALIA; Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Duesseldorf, Munich, GERMANY; Milan, Rome, ITALY; Nairobi, KENYA; Amsterdam, Endhoven, NETHERLANDS; Johannesburg, SOUTH AFRICA; Stockholm, SWEDEN; Basel, SWITZERLAND; Brighton, London, UNITED KINGDOM; Moscow, U.S.S.R.; Ljubljana, YUGOSLAVIA; Boston, MASSACHUSETTS; Chicago, ILLINOIS; Houston, TEXAS; Las Vegas, NEVADA; Los Angeles, CALIFORNIA; New York, NEW YORK; Pittsburgh, PENNSYLVANIA; St. Louis, MISSOURI; San Francisco, CALIFORNIA.

Engineering

Melbourne, Sydney, AUSTRALIA; Frank-

FORTY-THREE AMERICAN EXHIBITORS rolled up immediate sales of $1.3 million and expect another $7.5 million in sales as a result of the U.S. Exhibition at the 1968 London Instruments, Electronics, and Automation show, held during May.

furt, Munich, GERMANY; Djakarta, INDONESIA; Amsterdam, NETHERLANDS; Basel, SWITZERLAND; Glasgow, London, UNITED KINGDOM; Chicago, ILLINOIS; Cleveland, OHIO; Detroit, MICHIGAN; New York, NEW YORK.

Food & Food Products

Brussels, BELGIUM; Paris, FRANCE; Madrid, Murcia, SPAIN; London, UNITED KINGDOM; Ljubljana, YUGOSLAVIA; Chicago, ILLINOIS; Detroit, MICHIGAN; Los Angeles, San Francisco, CALIFORNIA; Madison, WISCONSIN; Miami Beach, FLORIDA; New Orleans, LOUISIANA; New York, NEW YORK.

Gifts & Jewelry

London, UNITED KINGDOM; Atlanta, GEORGIA; Denver, COLORADO; Detroit, MICHIGAN; Los Angeles, CALIFORNIA; Memphis, TENNESSEE; Miami, FLORIDA; Minneapolis, MINNESOTA; New York, NEW YORK; Philadelphia, PENNSYLVANIA.

Hardware

Brussels, BELGIUM; Montreal, Toronto, CANADA; Lyon, FRANCE; Basel, SWITZERLAND; London, UNITED KINGDOM; Atlantic City, NEW JERSEY; New York, NEW YORK.

Heating, Plumbing, Airconditioning

Brussels, BELGIUM; Frankfurt, GERMANY; Milan, ITALY; London, UNITED KINGDOM; Chicago, ILLINOIS; Miami Beach, FLORIDA; Washington, D.C.

Hobbies

Herning, DENMARK; San Salvador, EL SALVADOR; Munich, Stuttgart, GERMANY; Florence, Perugia, ITALY; London, UNITED KINGDOM; New York, NEW YORK.

Home, Home Furnishings & Furniture

Melbourne, Perth, AUSTRALIA; Brussels, Charleroi, BELGIUM; Montreal, CANADA; Aalborg, DENMARK; Lyon, Toulouse, FRANCE; Wiesbaden, GERMANY; Milan, Turin, ITALY; Mexico City, MEXICO; Enschede, Hague, Rotterdam, Utrecht, NETHERLANDS; Goteborg, Stockholm, SWEDEN; Berne, Geneva, Zurich, SWITZERLAND; Glasgow, London, UNITED KINGDOM; Ljubljana, YUGOSLAVIA; Atlantic City, NEW JERSEY; Chicago, ILLINOIS; High Point, NORTH CAROLINA; Louisville, KENTUCKY.

Hotel, Restaurant, Catering

Melbourne, AUSTRALIA; Brussels, BELGIUM; Montreal, CANADA; Paris, FRANCE; Berlin, Frankfurt, Stuttgart, GERMANY; Genoa, Milan, Naples, ITALY; Cape Town, SOUTH AFRICA; Barcelona, SPAIN; Goteborg, Malmo, SWEDEN; Basel, SWITZERLAND; Blackpool, London, UNITED KINGDOM; Miami Beach, FLORIDA; New York, NEW YORK.

Laundry, Dry Cleaning

Toronto, CANADA; Paris, FRANCE.

Leather & Leather Goods

Brussels, BELGIUM; Sao Paulo, BRAZIL; Montreal, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Offenbach, GERMANY; Tokyo, JAPAN; Florence, Milan, ITALY; London, UNITED KINGDOM; Atlantic City, NEW JERSEY; New York, NEW YORK.

Machinery, Machine Tools

Sao Paulo, BRAZIL; San Salvador, EL SALVADOR; Lyon, Paris, FRANCE; Cologne, GERMANY; Nagoya, Osaka, Tokyo, JAPAN; Milan, ITALY; Oporto, PORTUGAL; Johannesburg, SOUTH AFRICA; Barcelona, Bilbao, Valencia, SPAIN; Goteborg, Halsingborg, SWEDEN; Basel, SWITZERLAND; London, UNITED KINGDOM; Kiev, Moscow, U.S.S.R.; Sydney, AUSTRALIA; Copenhagen, DENMARK; Leskovac, YUGOSLAVIA; Atlanta, GEORGIA; Chicago, ILLINOIS; Greenville, SOUTH CAROLINA; Los Angeles, San Francisco, CALIFORNIA.

Medical, Chemical, Pharmaceutical

Sydney, AUSTRALIA; Salzburg, AUSTRIA; Brussels, BELGIUM; Montreal, Toronto, CANADA; Duesseldorf, Essen, GERMANY; Milan, ITALY; Kuala Lumpur, MALAYSIA; Utrecht, NETHERLANDS; Oslo, NORWAY; Johannesburg, SOUTH AFRICA; Goteborg, Stockholm, SWEDEN; London, UNITED KINGDOM; Kampala, UGANDA; Moscow, U.S.S.R.; Belgrade, YUGOSLAVIA; Atlantic City, NEW JERSEY; New York, NEW YORK.

Metal & Metal Products

Utrecht, NETHERLANDS; Johannesburg, SOUTH AFRICA; Cleveland, OHIO; Detroit, MICHIGAN; Los Angeles, CALIFORNIA; New York, NEW YORK; San Francisco, CALIFORNIA.

Office Equipment, Machines

Brussels, BELGIUM; Copenhagen, DENMARK; Helsinki, FINLAND; Paris, FRANCE; Milan, ITALY; Seoul, KOREA; Amsterdam, NETHERLANDS; Stockholm, SWEDEN; London, UNITED KINGDOM; New York, NEW YORK.

Packaging, Materials Handling

Sydney, AUSTRALIA; Brussels, BELGIUM; Toronto, CANADA; Copenhagen, DENMARK; Paris; FRANCE; Duesseldorf, GERMANY; Dublin, IRELAND; Milan, ITALY; Goteborg, SWEDEN; London, UNITED KINGDOM; Baltimore, MARYLAND; Boston, MASSACHUSETTS; New York, NEW YORK; San Francisco, CALIFORNIA.

Photography

Cologne, GERMANY; Stockholm, SWEDEN; London, UNITED KINGDOM; Belgrade, YUGOSLAVIA; New York, NEW YORK.

Plastics

Ghent, BELGIUM; Toronto, CANADA; Oyonnax, FRANCE; Milan, ITALY; Johannesburg, SOUTH AFRICA; Goteborg, SWEDEN; London, UNITED KINGDOM; Zagreb, YUGOSLAVIA; Chicago, ILLINOIS.

Toys

Paris, FRANCE; Nuremberg, GERMANY; Milan, Naples, ITALY; Valencia, SPAIN; Brighton, Harrogate, UNITED KINGDOM.

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: **French** sales of electro-acoustical equipment rose to $76.2 million in 1967 (including exports of $21.4 million), an increase of 12% over 1966. Imports increased 22% to $42.6 million in 1967. . . . the Selas Corporation of Dresher, Pennsylvania, a leading manufacturer of industrial furnaces, has taken over the Selas Industrieofenbau Werner Schleber, of Buederich, Federal Republic of **Germany.** This transaction is unusual in that the new owner is the company's former American subsidiary which was confiscated as enemy property during World War I. While the Buederich company will continue its own production, it will now also sell the entire range of products of the parent company. . . . Sperry Rand's Univac Division will supply two Univac Model 494 Real Time Computer systems valued at more than $3 million to **Spain's** Iberia Airlines; the computers are designed mainly for automatic seat reservations. The equipment is to be installed this year and is expected to be operational in 1969.

Efforts to stabilize currency cut Peru's imports; agriculture, capital goods are best sales fields

Measures bring first favorable trade balance in several years; new export products needed to end reliance on copper, fishmeal

By JOHN L. BARRETT
Commercial Attache, U.S. Embassy, Lima

The devaluation of Peru's currency on Sept. 1, 1967, and the subsequent efforts of the Peruvian Government to stabilize the *Sol* have cut heavily into Peruvian imports, slowing those parts of the Peruvian economy which rely on imported goods or components.

Prior to the devaluation, in an effort to redress a serious trade imbalance, the Peruvian Government in June 1967 applied considerably higher duties to many imports. This action and the subsequent devaluation brought a favorable trade balance for the first time in several years, and of course reduced imports.

In March, importation of a long list of luxury goods was forbidden for 90 days. On May 27 the Peruvian President signed a Supreme Decree which substituted for the previous 90-day prohibition new measures reducing the number of prohibited items but adding a 15% surcharge on the c.i.f. value of imports not considered essential, a 20% luxury tax to others, and a 20% to 40% tax on goods assembled locally using a high input of imported components.

Another measure taken to protect Peru's international reserves was the reinstitution of a foreign exchange certificate system which requires exports to be authorized by the Minister of Finance and Commerce. The exporter must surrender his foreign currency of exchange certificates, which are freely negotiable for five days, after which they can be sold only to the Central Reserve Bank.

The certificates may be used for a wide variety of payments on imports and remittances. It is estimated by the Central Reserve Bank that 80% of all foreign operations are carried out with certificates. The remainder must use the draft market.

The impact of these measures has been reflected in a shift in Peru's trade balance from a $33 million deficit in the first quarter of 1967 to a $76 million surplus for the same period of 1968.

Some of the more striking reductions in imported goods in the first quarter of 1968, compared with the same period in 1967, were: automotive vehicles, down 63.4%; articles of iron & steel, down 40.1%; electrical machinery & equipment, down 30.5%; and boilers, machinery & mechanical appliances, down 25.1%.

The automobile assembly industry is experiencing serious problems. Instead of the 37,000 units once estimated for Peru for 1968, the estimate of the Automobile Assembly Association has now placed the 1968 figure at perhaps 12,000 units. This not only signals extreme problems for the twelve assembly plants for this year, but also for the satellite industry based on automobile assembly.

The other market reductions appear related to the contraction in the construction industry, due in no small part to the stoppage of non-essential government building, as well as to the extreme tightness of credit in the private sector.

However, other imports showed sharp rises over the first quarter of 1967. Imports of animal & vegetable fats & oils were up 337.5%; cereals, largely wheat, were up by 70.3%; organic chemicals increased 37.5%; and mineral fuels were up by 36.5%.

The heavy importation of agricultural products reflects stagnation in Peru's agriculture. Mineral fuel import increases may be due to the operations of the Government's new refinery at La Pampilla, just north of Lima.

In view of the operations of the foreign exchange certificate system and the restrictions on imports, it would appear that for the time being the best prospects for U.S. exports will be found in agricultural products, organic chemicals and capital goods needed by the mining, export agricultural and fishmeal industries.

How long the Peruvian economy will be in the doldrums depends on when the currency can be stabilized. This in turn depends to a large degree upon the success the Peruvian Government has in avoiding a large budget deficit in 1968. Other measures which are considered by many to be essential are the establishment and implementation of a sound fiscal policy, an end to inflationary financing of fiscal deficits, the development of new exports, improvement and modernization of agriculture for domestic consumption, and the improvement of the investment climate for the mining industry.

Keeping the Peruvian budget in balance is no easy task, for the 1967 deficit was about $200 million and it has been customary to overestimate revenues and underestimate expenses. While the new budget is balanced, at least technically, there is considerable skepticism that this will prove to have been so at the end of the fiscal year, next March.

New sources of exports are needed to follow along behind copper and fishmeal, which were the spark plugs of Peru's ex-

REDUCTION IN IMPORTS will place a heavier burden on Peru's industries to produce the goods needed by the economy. Above, workers at the Metalurgica Peruana, S.A. plant in Lima.

cellent performance over the several years before 1967. Petroleum exploration continues on the continental shelf as well as in the Peruvian jungle on the east slope of the Andes. Should major new oil or gas fields be discovered, Peru would receive revitalization. Also, when it becomes practical to produce fish protein concentrate in commercial quantities from whole fish an entire new industry could open up.

Some of the measures taken by the Peruvian Government to raise revenues, such as the 10% advance payment of taxes on exports, were considered by exporters to be undermining the creation of a confident investment climate.

Nevertheless, Peru's diversified exports in primary products registered a 21.8% gain in the first quarter of 1968 over the same months in the preceding year. The big increases were 124% in silver, 54.3% in copper, 20% in fishmeal, 16.2% in coffee. With the conclusion of the copper strike in the United States, it seems likely that later in 1968 the value of copper exports should decline somewhat. However, fishmeal prices are continuing to improve.

In summation, Peruvian exports should improve in 1968, but there will be a heavy reduction in Peruvian imports in general and particularly in merchandise not considered essential to the public well-being or to the export industries. Hopefully, the Peruvian Government will be able to stabilize the *Sol* and start the economy moving upward again. This goal is difficult but attainable.

Chile shaking off 1967 slump; easier credit terms give European suppliers a competitive edge

High capital goods imports during 1967 should be reflected in increased industrial output this year; inflation still a threat

Chile's economy, after a disappointing 1967, appears ready to resume the strong growth rates of 1965 and 1966, according to the latest Economic Trends Report submitted by the U.S. Embassy in Santiago.

The economy this year shows signs of recovery from the slow-down of 1967. It should be noted that 1965 and 1966 were good years in which sizeable increases in incomes of the lower income groups increased demand for consumer goods. Relatively high levels of imports of capital goods in 1967 suggest an easing in the limitation of industrial capacity which impeded a higher growth rate in 1967.

Even mild acceleration of inflation in late 1967 and early 1968 is a bad sign for the future of Chile's stabilization program. It is too early to judge the full impact of the recent wage readjustment legislation on Chile's fiscal and monetary programs. The fact that this legislation includes measures to increase government revenues suggests that the government still intends to hold inflation to manageable rates.

The March 1969 Congressional election and 1970 Presidential election already influence political activity, and this may lead to strong campaign statements. The basic tenets of the Government—for social change, stabilization within manageable levels, an important role for private enterprise, agrarian reform but also higher agricultural prices, expansion of educational opportunity, copper expansion—have not altered.

The flow of foreign credits into Chile is continuing. The availability of credits from European sources is exerting strong competitive pressure on U.S. exporters for the Chilean market. The U.S. share of Chile's imports for all of 1967 is still not known.

The prolonged eight-month strike in the U.S. copper industry sustained copper prices at high levels in late 1967 and early 1968. As a result, Chile did not suffer a major deficit on balance of payments in 1967. On the other hand, Chile's commodity imports increased substantially in the last two years, rising from $626 million in 1965 to $783 million in 1966, and to $830 million in 1967. It is unlikely that the 1968 import bill will be any less than in 1967. Even so, at this time, no major deficit or surplus in the balance of payments is in sight for 1968.

Guarded optimism

President Frei presented his Fourth Annual Message to the National Congress on May 21. The President noted that a slowdown in economic growth had occurred in 1967 but that the three-year growth target of his Administration had been attained and that political differences should not be allowed to keep the program from getting back on track. He also noted that Chile's additions to external indebtedness in 1965-67 were less than in 1962-64, and that the dependence on external resources had been reduced.

Turning to agriculture, he noted that arable land under irrigation is being expanded. In reviewing the progress of agrarian reform, Frei noted that existing owners will be able to retain 80 basic irrigated hectares (approx. 200 acres) except in "very exceptional cases" where abandonment or notoriously poor exploitation is shown, and that the Government's policy is not to expropriate "those farms, no matter how large, that exploit this land at a high technical level and under splendid social conditions."

Industrial production increased by approximately 1.5 to 2.2% in 1967. Existing indices of industrial production are weighted in favor of slower growing consumer goods and were appropriate to the 1950's. A composite index constructed by the U.S. Embassy indicates a rate of growth of 1.6% for 1967 as compared with 10.5% for 1966 and 8.6% for 1965.

Industries supplying construction activity suffered the largest decrease in production in 1967. Production of consumer

goods industries—food products, textiles, tobacco, footwear and clothing, furniture, publishing—advanced by 3.1% in 1967, compared with 9.6% and 5.2% in 1965 and 1966.

A major limitation on expansion of consumer goods was the lack of physical capacity. Substantial imports of machinery in 1967 should produce a turnaround in these industries in 1968.

Construction project initiation in 1967 exceeded the 1966 rate by 30%; the main impact on intermediate industry will probably be felt by the second half of 1968. On balance the advance of overall industrial production in 1968 will probably exceed the 4% mark.

Production of intermediate industries —wood products, paper, leather, rubber, chemicals, coal and petroleum, nonmetallic minerals and primary metals—underwent a decline of 1.2% in 1967, compared with growth of 4.2 and 5%, respectively, in 1965 and 1966.

Production of mechanical goods—fabricated metal products, machinery, electrical apparatus, and transportation equipment—advanced by only 3.5% in 1967 compared with increases of 15.5% and 14.8% in 1965 and 1966.

In 1967, intermediate and mechanical goods production appear to have been affected both by decreased construction activity and by bottlenecks in consumer goods industries.

Preliminary data for 1967 indicate a 2.8% increase in Chile's agricultural production. Relatively good weather conditions also prevailed during the 1967-68 harvest season.

Chile has been a substantial importer of beef (on-the-hoof), wheat, sugar, and powdered milk. While 1967 and 1968 crop results are encouraging, they lessen this dependence on imports only slightly.

Since the beginning of 1967 the Agrarian Reform Corporation (CORA) has made steady progress in its program to redistribute agricultural land to the people that work it. During this period CORA expropriated 286,000 hectares, of which 61,000 were irrigated, and settled 4,307 families. This brings the total during the Frei administration up to 1,236,000 hectares expropriated (157,000 irrigated) and 8,427 families settled.

Employment through the first half of 1968 has been relatively high. The unemployment rate in Santiago was 6.1% in 1967 compared with 5.4% in 1966. Recent data (March 1968) indicate a decline of the rate to 5.6%.

With an accelerated pace of inflation, it is expected that organized labor will bargain to exceed the 21.9% consumer price index increase plus productivity increases. Business management resistance, stiffened by tight credit conditions and weakening demand, are partially responsible for present labor unrest.

By December 1967, the Santiago Consumer Price Index (CPI) was 21.9% above the December 1966 level. Wage readjustments for public sector employees in 1968 have been linked, as in the past three years, to the December-to-December increase in the CPI of the preceding year. Through May 1968, the CPI has advanced 15.5%, as compared with 12.1% for the same period in 1967.

Renewed strength of copper

Copper exports in recent years have constituted 70% of Chile's commodity export earnings. The average price per pound for Chilean copper in world markets increased from 37.5 cents in 1965 to 48.5 cents in 1967. The copper windfall bolstered Chile's international reserve position by $122 million in 1966, as well as permitting a $156 million increase in imports.

In 1967 the higher import level combined with a sharp reduction in capital inflows resulted in a reduction in Chile's international reserves despite the high copper price.

Chile's deficit on balance of payments for 1967 was $25.5 million. However, the reduction in commercial arrears of a term of more than 120 days and in the importer's waiting period for foreign exchange to 60 days (in some cases 50 days), accounted for a $40 million use of foreign exchange.

Through the first five months of 1968 the (London) futures price for copper averaged approximately 58 cents per pound. Therefore, despite the decline in the copper price to the 45-50 cent range, the average price for copper this year, and in turn, Chile's export earnings from copper, can be expected to remain close to the 1967 level.

Production of copper in 1967 totaled 661,000 metric tons, a 3.8% increase over 1966. Total new investment authorized under Chilean decrees for copper mining in the present expansion program is $467 million, which will be made over a four-to-five-year period.

The Chilean Private Sector climaxed six months of organizational effort with a national Convention of Production and Trade in Santiago Apr. 1-4. The Convention was attended, at one time or another, by some 9,000 delegates who came from all over Chile to voice their concern over the general economic situation. A few delegates also came from abroad. While there were some attacks on Government policy at the meetings, the Convention's apolitical nature was set when President Frei addressed the opening session with an appeal for support by the private sector.

After the opening day ceremonies, the Convention broke up into 19 working groups, committees or subcommittees who prepared resolutions or recommendations such as the following: preparation of a national industrial plan; a slow-down in the agrarian reform program; a reduction in charges and controls on private trade, an increase in public works and other construction; creation of a National Private Transport Agency; a relaxation of credit restrictions on banks; a plan for installment sales of stocks; a recommendation to raise the tourist office to the rank of subsecretariat; a plan for expanded worker training programs; greater business participation in LAFTA and ANDINA regional integration processes; a conciliation service to help settle strikes, and a general declaration of the proper role of business and Government in the economic processes.

Although Chilean national accounts data for 1967 are not yet available, final data are expected to reveal a rate of growth in real Gross Domestic Product of between 2.5% and 3.5%. This compares unfavorably with the 5.3% annual growth rate of the 1964-66 period.

Reasons for slowdown

The basic productive sectors—agriculture, mining, and industry—accounted for 46% of Gross Domestic Product. Data for the 1964-66 period indicate annual average rates of growth of 3.8% for agriculture, 5.3% for mining, 6.7% for industry, and 5.7% for these three sectors in aggregate. Best available data suggest 1967 growth in output of approximately 3% for agriculture, 2% for industry, and 3% for mining. Major factors accounting for the 1967 slow-down were: the using up of installed industrial capacity; lack of prior expansion in copper mining; decreasing construction activity, and a somewhat more restrictive monetary policy.

There are favorable indications for improved performance in 1968 for agriculture and mining. Substantially increased imports in 1966 and 1967 of machinery and equipment for expansion of industry suggest reduction in bottlenecks in the industrial sector in 1968. Construction starts (and government policy favoring housing construction) also suggest resumption in demand for the materials industries.

Therefore, on balance it is reasonable to expect an overall growth of Gross Domestic Product of 4% or more for 1968.

Indian trade figures say nation is billion dollar market for U.S. goods; aid program is key element

American business also supplies over half of private investment in India; agriculture created record national income last year

By FRANK S. WILSON

Counselor for Commercial Affairs, U.S. Embassy, New Delhi

Few Americans may realize that their country, located halfway around the world from India, has in the last five years, without fanfare, become India's primary trading partner; and few Indians may be aware that the United States has in recent years supplied more than half of the net foreign private investment that India has enjoyed.

Notwithstanding this remarkable realignment in the pattern of trade and investment in India, an area traditionally oriented to the U.K., still fewer may appreciate the extent to which these changes are due to the quiet and effective enterprise of private traders and industrialists in two countries so far distant from one another.

To remark that few Americans are aware of these facts is to emphasize the widespread impression in the United States that India is a "difficult" country to do business with. It is. Yet this simple statement underscores the fact that for every 100 Americans well versed in business conditions in Europe or Latin America, there is possibly one who is thoroughly familiar with India. To point up this lack of familiarity is not to minimize the difficulties which exist, which are indeed real, but to suggest that increased familiarity may tend to diminish difficulties and yield dividends to those who make the effort.

What are the special characteristics of U.S. trade with India? In 1966-67, U.S. goods imported into India, based on official Indian trade statistics, amounted to $1,001 million. Of this over $300 million was financed by the U.S. foreign aid program, and nearly $500 million additional in emergency foodgrain shipments were provided under Public Law 480. Obviously this $800 million was not only of value to the suppliers and traders directly involved but of crucial importance to sustaining the Indian economy under the impact of a year of serious drought as well as for accelerating India's development.

Nevertheless, setting direct U.S. assistance aside and examining the $207 million worth of U.S. exports remaining, a significant fact stands out: All these purchases, representing expenditures by India of its own scarce free foreign exchange, were made in the United States only because the items bought were of better quality or better priced than those obtainable elsewhere in the world. These purchases from the United States were paid for by hard-headed and realistic traders who expected and received full value for their money. On the import side, U.S. imports from India, based on the same Indian statistics, amounted to $285 million. India enjoyed a favorable balance of trade with the U.S. on commercial account.

Quiet expansion

The level of U.S. trade with India underscores the fact that while others may talk of vast programs, U.S. businessmen and their Indian counterparts have succeeded in quietly expanding trade. It is only regrettable for the welfare of all concerned that the level of trade, in both directions, is not twice as high as it is.

One of the first obstacles to increasing this trade is not the lack of discernment on the part of Indian traders on the potential of the U.S. market—they know it is great, even though in many cases they may not be quite certain how to sell it. It is that export opportunities may be overlooked by the U.S. trade under the impression that because India is chronically short of foreign exchange—as indeed it is likely to be for some years to come—it has no money with which to buy. Obviously, such an impression is not sustainable.

Expanding U.S. exports to India is not, however, merely a matter of building a better mouse trap. Ability to offer a line salable in the Indian market as well as selection of a good agent or correspondent in India is basic. In examining the products one might offer, it is not necessary to be discouraged by a cursory scanning of the discouragingly long "banned list" of Indian imports. A U.S. machinery exporter, for example, might find his traditional general purpose machine tools in their smaller and medium sizes appearing on the banned list but the greater part of his line admissable and many items perhaps indispensable to Indian industrial progress.

A factor limiting the expansion of trade with India may sometimes be a viewpoint which regards India as an underdeveloped country. Rapidly developing today, India is at midstream in its industrial revolution and, in spite of some contradictions within an increasingly industrial but still predominantly agricultural economy, the degree of industrial sophistication is noteworthy.

India has developed significant manufacturing capacity in products ranging from dry cells to synthetic textiles, and transformers to transmission lines. It is the world's foremost producer of bicycles. Electrification has grown rapidly. The villages of India, estimated at 570,000 and in which live over 80% of the 540 million people of India, are more than one-third electrified.

Another pitfall in evaluating India is to regard it as a statistic with about $65 per capita income—"and who can buy anything for $65 a year?" This figure is misleading and calls for interpretation. It conceals the fact that a farmer in a normal year may be living fairly comfortably without the necessity of much ready cash, or that India may contain as many prosperous people as the U.K. or France or Germany individually. Thus India compels examination as a growing and expanding entity determined by all workable means to advance its standard of living rapidly.

Recent increases in production and growth in income have been largely in the rural sector. This encouraged one leading corporation last year to offer over $2 million in preferred stock at village level in a small area of North India. The offering was fully taken up. India thus provides some interesting horizons which are well worth reappraisal.

India, in the year ended March 31, enjoyed a record national income resulting particularly from expansion in agricultural production to record levels following two years of drought. For the first time in recent years, the percentage of national income derived from agriculture exceeded 50%, continuing the trend of the last five years which has accented the increasing relative impor-

tance of agriculture to national prosperity.

Notwithstanding the increasing vitality of the agricultural sector, industrial recovery has so far tended to lag behind expectations. To some extent the slow upturn may result from no more than normal time lags in the translation of better rural purchasing power into industrial demand. But to some extent it may be due to other factors, including the traditional prudence of the farmer waiting to see whether the new monsoons will give satisfactory reassurance as to prospects for the new year.

The year just ended has been a record crop year, and in agriculture a year of gratifying progress by nearly any measure. With foodgrain production having exceeded the 95 million ton level—as compared with 51 million tons in 1950-51 and 89 million tons in the last record year of 1964-65—there is confidence of pushing yields well over the 100 million ton level in the new crop year, provided the monsoons are adequate.

In India, with about 25% of the cultivated acreage irrigated, a favorable monsoon will remain, as in every earlier year, the single most important factor in the total agricultural and industrial outlook.

On the industrial front, in spite of recession for two years, there are today some clear signs of expansion and of plans for expansion both among wholly Indian as well as foreign-related companies. This is in marked contrast to the business stagnation and the typical deferral of expansion which characterized 1967. Overall, industrial opinion is beginning to expect a definite upturn in business activity, but is inclined to remain cautious until the trend is more firmly established.

Certain sectors of the industrial economy, however, are moving ahead strongly. Demand for most types of tractors exceeds availability. Pumping equipment, particularly of smaller sizes, is in strong demand. Other agricultural equipment indicates rising demand among much of the population dependent on agriculture. Demand for consumer goods and the products of light industry are likewise moving up, particularly in the rural sector.

In heavy manufacturing, plants which are normally dependent upon government procurement continue to be relatively depressed with only limited prospect for improvement during 1968. Cotton textiles, a mainstay of the economy, have to some extent recovered from the low levels of the last two years.

In its export industries, India continues to realize the greater part of its foreign exchange earnings from the traditional primary agricultural products, such as jute manufactures and tea, and from minerals, led by iron ore. Export of manufactures other than handicrafts has in five years risen from about 8% of total Indian exports to 12%. Some additional growth is in prospect.

U.S. products likely to be in significant demand in India include: Foodgrains, fertilizers, insecticides and pesticides, lubricating oils and greases, irrigation and farm equipment, excavating and leveling machinery, pumps and centrifuges, telecommunications equipment, chemicals and drugs, heating and cooling equipment, specialized metalworking equipment and essential capital goods, textile machinery, mechanical handling equipment, process control instrumentation, and many other technologically advanced products having industrial applications.

Overall, trade in the first quarter of 1968 is almost at the same level as in the corresponding period of 1967. For all of 1968, however, it is probable that India's sales abroad as well as her imports financed by free foreign exchange, will be at 1967 levels or slightly higher. With respect to AID-financed and other Consortium funded imports, the outlook remains uncertain and will depend on whatever levels of assistance may be forthcoming. For the present, however, the import policy for 1968-69 as announced by the Government of India on April 1 is broadly a continuation of the previous year's liberalized policy.

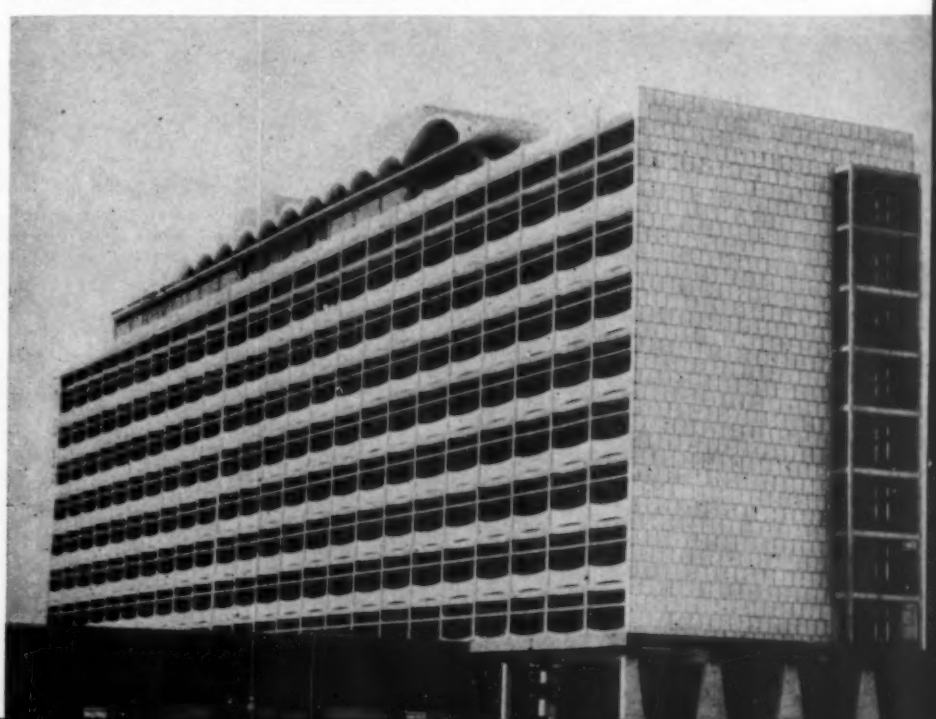
On the foreign investment front, procedures remain complicated and processing time for applications lengthy. No firm official guidelines exist for most industries as to the percentage of equity which may be held by foreign investors. However, foreign participation in recently approved industrial enterprise has been restricted to a minority position.

In the key area of fertilizer production, the government's policy of liberalization, announced in December 1965, with respect to marketing and price autonomy for seven years of fertilizer enterprises, was permitted to expire Dec. 31, 1967 without any definitive statement of policy for the following period. It appears probable, however, that essentially the same concessions as applied to fertilizer manufacturers receiving industrial licenses prior to Dec. 31, 1967, will continue on a case by case basis for the time being.

In spite of uncertainties and procedural deterrents, however, the prospect is for a continuing increase in the level of U.S. private investment in India. Investments in the fertilizer industry are likely to predominate, with significant growth in chemicals, pharmaceuticals, electronics, farm machinery, and products requiring advanced technology.

The long-term investment policy of India continues to recognize the value of foreign private investment and to assure the full remittance of earnings. It was reaffirmed most recently last year by the Deputy Prime Minister, Morarji Desai, who stated: "We welcome private foreign investment and are interested in maintaining and improving an atmosphere that is hospitable to it. As you are well aware, we have had a tradition of allowing full repatriation of profits and capital with no restrictions placed in their way. This policy we shall continue. . . ."

VIEWPOINT OF INDIA AS ALTOGETHER UNDEVELOPED hinders growth of U.S. trade, according to author. Below, New Delhi's Oberoi Intercontinental Hotel, a side of India that is seldom considered.



After avoiding general European slump, Norway now appears on verge of industrial slowdown

High costs weaken Norwegian industry's competitive position; however, outlook for sales of U.S. goods is substantially better

It now seems evident that Norway—contrary to the normal pattern for a country heavily dependent on foreign trade—rode on top of its own wave through the slump experienced since mid-1966 by most of its trading partners. That is the verdict of the latest Economic Trends Report submitted by the U.S. Embassy in Oslo.

This result was brought about by an expansionary fiscal policy, strong internal demand for investment and consumer goods, vigorous demand for Norway's products abroad, and a substantial capacity increase in the merchant marine coupled with high post-Suez Canal closure freight rates.

The continuing demand in Norway for foreign raw materials and industrial goods has been reflected in increased purchases from the United States in recent months. Compared with the similar period in 1967, imports from January through April of petroleum products were up by 45%, chemicals by 80%, electrical machinery by 12.5%, and non-electrical machinery by 5.5%.

With the exception of fruit and vegetables, U.S. sales of agricultural commodities also rose during the first four months of this year, with shipments of grain and grain products showing an improvement of nearly 11% in value over the comparable period in 1967, tobacco and tobacco products up almost 44%, and oilseeds, nuts and kernels more than doubling.

U.S. share up

The U.S. share of the total Norwegian market, which had dipped to 5.7% in Jan.-Apr. last year, moved up to 6.9% in the comparable period of this year.

If, as seems likely at this juncture, the Norwegian economy continues to operate at a fairly high level, U.S. exporters should be able to expect good results from their sales efforts in Norway for the foreseeable future. Prospects appear especially promising for anti-pollution equipment, process control instruments, physical research and analytical instruments, and teenage clothing.

The Norwegian authorities have responded promptly and positively to the need for international cooperation regarding:

- the most recent U.S. program for equilibrium in its balance of payments;
- adherence to the principles of the Washington Central Bankers' decision on gold transactions;
- the early adoption of the Special Drawing Rights (SDR) scheme in the International Monetary Fund; and
- acceleration of Kennedy Round tariff cuts to improve the U.S. trade account.

Such cooperation can be expected to continue.

The overall picture of the Norwegian economy is still one of nearly full employment of manpower and capital. However, a number of economic indicators point to a flattening out of the general growth curve. Industrial production has continued to slow down during recent months, unemployment is rising, and private investment plans are down, as is the rate of expansion in government expenditures for 1968 compared with 1967. A notable reduction in demand for bank credit also indicates that economic pressures, particularly investment demand, are declining.

Minister of Finance Ole Myrvoll said in a speech recently that continued economic growth can be expected in 1968 as well as in 1969, but that there are dangers involved in the fact that Norway is out of step with other countries in regard to rising costs.

The revised National Economic Budget presented in April holds cut prospects for a 4% real rise in GNP in 1968, compared with the 5.3% increase recorded for 1967. Exports are assumed to grow at a higher rate than in 1967 and domestic demand more slowly, due to reduced investments in industry. The shortening of the work week from 45 to 42.5 hours as of July 1 has been calculated to reduce overall production capacity by about 1% in 1968. Preliminary national accounts for the first quarter of the current year show a GNP increase of 5.3% over the corresponding period in 1967.

The employment situation is still largely satisfactory, but indications are that a harder and more competitive climate is developing, particularly in the manufacturing industries. According to an official survey, 5,000 employees have so far this year been affected by lay-offs and shortened work weeks, compared with only 2,000 last year. Unemployment, although still very low (0.7% of the working population), was up two-thirds in May compared with the same month in 1967.

The indications of a slowdown in Norway's industrial production which evolved during 1967 are still present. Industrial production, normally developing at a steeper rate than the aggregate economy, increased by 3.7% in 1967, compared with a 5.3% rise in GNP. Judged by the seasonally corrected index, industrial production for Jan.-Apr. increased by only 1.4%, or less than one-fifth of the increase recorded for the corresponding period of 1967.

The tendency of stagnation appears to be largely a result of a falling off in the domestic demand for consumer goods, due to competition from abroad, and lower demand for investment goods, reflecting reduced domestic investment activity. Notable decreases took place in the production of foods, textiles, clothing, leather goods, furniture, and machinery and electrotechnical products during the first four months of the year.

Brisk demand from abroad, including a sharp rise in exports to West Germany, on the other hand resulted in substantial production increases for several industries mainly engaged in export production (metals, engineering products, transport equipment, and paper).

Production in the coal and mineral oil industry increased by more than 30% in Jan.-Apr. this year, reflecting the coming into operation of the 2.5 million ton capacity Shell oil refinery near Stavanger.

The development of the order index in the first quarter of 1968 bears evidence of a reduced rate of investment activity compared with last fall. The total of new orders in the metal and engineering industry is satisfactory, due to a sharp increase in new orders from abroad.

Export orders for metals and engineering products increased by 40% compared with the first quarter of 1967. Domestic orders for engineering products dropped during the quarter by about 3%, indicating the reduced rate of investments plan-

ned for 1968. Incoming orders were reportedly satisfactory in the clothing and chemical industries in the first quarter, but the textile industry recorded a substantial setback in new orders compared with Jan.-Mar. 1967.

The most recent survey of completed and planned investments in manufacturing industry, mining and electric power development indicate a contraction in investment demand. While companies engaged in the above activities reported a 13% increase in completed investments in 1967, comparable investments in 1968 are expected to fall short of 1967 by 16%, and for manufacturing industries alone by 27%.

The sharp drop in investment activity is partly a result of the completion of a number of large-scale industrial projects in aluminum, chemicals, oil refining and paper and pulp, but it also reflects businessmen's expectations of a more severe economic climate in Norway, as well as reduced earning capacity in some industries.

Building starts in housing, a major part of which are Government subsidized, are planned to increase by 4.5% to an all-time record of 36,800 units in 1968. Investments in the merchant marine increased sharply in 1967, but, while some increase is expected in deliveries of new ships from domestic yards in 1968, imports of shipping from abroad will be substantially lower than in 1967.

Consumer demand continues to show a relatively even rate of growth from one month to another. During the first quarter of 1968 retail sales were 3.3% higher than one year earlier. According to the revised National Economic Budget, consumer demand is expected to increase by 3.5% in 1968, a figure which seems to be a minimum one.

In 1967 domestic investments and demand from abroad represented the two most expansive factors in the Norwegian economy, accounting for 40% and 30%, respectively, of the growth in total GNP. Judged by the reduced rate of planned investments and the upsurge in orders from abroad, foreign demand will probably be the most dynamic element in the economy in coming months.

Total commodity exports increased by 8% in the first four months of this year, compared with Jan.-Apr. 1967. This rise in exports, which affected a wide spectrum of raw materials, semi-finished and manufactured goods reflects the revival of the economies of some of Norway's principal trading partners, West Germany, Sweden and the United Kingdom. Commodity exports to these three markets increased by 24%, 14% and 9.5%, respectively, during the first four months.

NORWEGIAN INDUSTRIAL PRODUCTION, which remained healthy during the recent European economic slump, is showing signs of a slowdown. Above, a Bessemer furnace in a Norwegian steel mill.

Norway's exports to the United States remained about constant at $52 million.

Imports increased by 5.7% in Jan.-Apr. A special feature in this development was the rise in imports of commodities competing with Norwegian consumer and investment goods. Imports of consumer goods thus increased by 20% and manufactured metal goods by 15%. Norway's imports from the United States increased by 19.3%, mainly due to increased deliveries of petroleum products, chemicals and machinery.

Current developments in exports and imports, and especially net earnings to date from the merchant marine, have caused a revision in the official estimate of the balance of payments for 1968. The estimate of the deficit on current account for 1968, which last fall was set at $168 million, has recently been reduced to $91 million.

Substantially smaller net long-term capital inflows are expected during 1968, reflecting the lower level of ship imports, which are largely financed from foreign sources; the impact of the most recent U.S. balance of payments measures on U.S. banks' foreign lending; an anticipated reduction in direct investment, as several large foreign-financed projects have just been completed; and the slowdown in domestic investment, which reduces the need for suppliers' credit.

The competitive position of Norwegian industrial products has weakened during the last few years, according to calculations made by the Norwegian Central Bureau of Statistics and by the United Nations Economic Commission for Europe. In a recent study released by the latter body, Norway tops the list in regard to increases in wage costs, which rose by 7.1% in 1967, or more than twice the increase recorded by Austria, the number two European country in this respect.

Feed grain consumption continues to increase at an annual rate of 10% and Norway's import requirements increase correspondingly. Grain sorghums and corn from the United States are important parts of the import program. The Norwegian soybean extraction plants report full capacity utilization at the present 160,000 metric tons a year level, practically all of which will be imported from the United States.

There are no indications of early changes in the economic policies pursued by the Norwegian Government. According to an economic policy report presented to the Storting (Parliament) at the beginning of May, the main aim of Norwegian economic policy in the future should be to limit the growth of domestic demand in order to make extra resources available for exports. No material reductions can therefore be foreseen in the very high taxation of individuals and companies, and there are no indications of a loosening of the tight credit policy.

FORTY-TWO INVESTMENT PROJECTS have been approved since the 1967 passage of Afghanistan's new foreign and domestic investment law. Shown (above left) are some of the looms employed by the Maqsodi Thread Co., one of the first projects approved under the law. This new 200-bed hotel (above right) is being built in response to Afghanistan's growing tourist trade. It will be managed by Intercontinental when completed in 1969.

International fair will emphasize new look in Afghanistan trade

50th year of independence celebration is expected to draw 300,000 to Kabul; new investment law aids growing market

The climate in Afghanistan is right for the increased importation of industrial and agricultural machinery to implement approved investment projects, according to the U.S. Embassy in Kabul. An apt occasion for American businessmen to assess the Afghan market is the 1968 "Jeshyn", an international fair to be held later this summer in Kabul.

The investment projects are the result of a new foreign and domestic private investment law passed by the Royal Government in early 1967. The law aims at expanding domestic and international business activity in Afghanistan by offering a variety of tax holidays and exemptions to new, approved businesses and guaranteeing the repatriation of dividends and capital within generous limits.

While it encourages joint ventures between domestic and foreign investors, the law does not exclude 100% foreign controlled enterprises.

In the 16 months that the investment law has been in effect, more than 80 projects have been submitted to the Royal Investment Committee, which is charged with administering the law. Of these, 42 applications have so far been approved, representing a total capital investment of more than 18 million. Eleven projects involve foreign participation worth $3.7 million.

Much of the new investment is in agriculture, the backbone of the Afghan economy, and in related areas, such as fruit processing, edible oil extraction, carpet washing, tanning and textiles.

A crash program to achieve self-sufficiency in food grains has spurred a rapidly growing market for chemical fertilizers, improved seeds, tractors, well-digging equipment, and a wide range of agricultural implements.

Mining and tourism may develop additional future markets for the U.S. exporter. Afghanistan possesses outstanding iron ore and mineral deposits. By July 1969, the Intercontinental Hotel of Kabul will be catering to the recent rise in tourism (38,000 tourists in 1967).

In a normal year Afghanistan imports between $50 and $60 million worth of goods exclusive of aid-financed imports. Commercial imports of American products are running at a rate of just over $4 million per year—with whole areas formerly dominated by the United States having been lost to brisk German, Japanese, and Soviet competition.

American products are still well known throughout Afghanistan, however, for their high quality and advanced technology. U.S. firms can compete vigorously in a number of growing markets: motor vehicles, the packaging industry, pharmaceuticals, used clothing, fruit processing machinery, and many others. All that is required is a vigorous sales effort, accord-

Exhibition applications

Firms interested in exhibiting their products at the Kabul International Fair should **wire:** The International Exhibitions Department, Royal Afghan Ministry of Commerce, Kabul, Afghanistan. Deadline for applications is July 24. Applications must include a list (in four copies) of the goods the firm plans to display. If the company prefers, this notification can be made through the U.S. Embassy in Kabul.

The Embassy will arrange for exhibition space on the grounds near the American pavilion for each U.S. firm. In addition, the Embassy will assist the businessman in customs clearance, in finding lodging in Kabul, and by putting him in contact both with local contractors to construct display booths and with potential sales agents.

ing to Patrick Killough, Economic Officer at the U.S. Embassy.

The Kabul International Fair will be held Aug. 24 to Sept. 6. The purpose of the fair is expansion of two-way trade, but it will climax the festivities celebrating Afghanistan's 50 years of full independence.

The fair (called "Jeshyn" in Persian), expected to attract more than 300,000 Afghan and Pakistani spectators, will be built around national pavilions. American firms are invited to exhibit on the grounds adjacent to the United States pavilion.

The 1968 Jeshyn comes early in the Third Afghan Five Year Plan for Economic and Social Development. One of the major goals of this plan is a 40% rise in the level of public and private sector investment in Afghanistan, with the private sector to account for almost half the increase. This is to be accomplished through the encouragement of quick-yield projects in agriculture and industry.

To expedite this investment expansion and to aid the resulting increase in importation, the Afghan Parliament is now considering legislation authorizing the establishment both of an Industrial Development Bank and an Investment Advisory Center.

Swedes replace sales tax

Effective Jan. 1, 1969, Sweden will apply a value-added tax on most goods, services and imports. Exports are exempt. This tax replaces the current general sales tax.

The rate of the new tax will be 10% of the taxable value, tax included. This rate is the same as the one applied under the general sales tax.

At the same time the value-added tax goes into effect a 1% tax on payrolls will be applied.

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Liberia expects steady, modest growth after weathering slump

U.S. companies protest new law requiring foreign construction firms to deposit $10,000 in escrow; AID program to slow down

It is generally accepted that Liberian business has passed the bottom of its period of adjustment and now rests on a firm and growing base, according to the latest Economic Trends Report submitted by the U.S. Embassy in Monrovia.

With continued full capacity in the iron ore industry, increasing natural rubber production which is offsetting the low prices, and the development of new light industries and a lumber industry, Liberia's economic growth will probably continue at a rate of 4-5% per year.

Imports continued upward from $113.6 million in 1966 to $124.9 million in 1967. Estimates for 1968 are slightly down, to $120 million, in the absence of any major investments requiring imports. A jump to $135 million in 1969 is expected as several investments under way by then will require substantial imports of machinery. With the number of persons employed in the money economy growing each year, there will be a gradual increase in demand for imported products.

Although 1967 exports of $158.7 million were $33.8 million higher than the $124.9 million in imports, these figures do not reflect the inflow of investment capital or the outflow of dollars for repatriation of capital, payments on the external debt, and dividend and interest payments earned in Liberia which are remitted abroad.

Currently, this net outflow of capital is estimated by the Department of Planning and Economic Affairs at approximately $94 million in 1967; $98 million in 1968 and $100 million in 1969. It is expected that this level of capital outflow will continue until about 1975 when such repatriation of capital and particularly interest payments should begin to decrease.

A new Liberian law requires foreign-owned commercial and construction companies to deposit, over a period of five years, a total of $10,000 which will be held in escrow in a bank in Liberia until a year following termination of the firm's business operations in Liberia. These funds are to be utilized to pay any outstanding debts, with the balance remitted to the firm.

Although several countries, including the United States, have Treaties of Friendship and Commerce with Liberia which grant equal treatment between their nationals and Liberian citizens, as yet no announcement has been made by the government exempting foreign nationals and firms who have treaty protection from paying the required deposit.

Most American firms have made the initial $300 deposit payment under protest. It is hoped that U.S. nationals' rights under the Treaty of Friendship, Commerce and Navigation signed with Liberia in 1938 will be clarified soon, as the second payment of $800 was due on July 1.

Approximately one hundred shops have closed rather than make this required deposit. It is expected that another hundred will close after July 1. The law has had a depressive effect on imports for March and April. However, the total import figure for all of 1968 will probably not be disturbed too greatly by these closures.

As Liberia develops its own production of petroleum products, soap, cement, plastics, umbrellas, shoes, explosives, tires, and other items, protective tariffs probably will be levied to assist these fledgling industries. This will adversely affect imports from the U.S., especially petroleum products and auto and truck tires.

Investment opportunities in Liberia continue to be attractive with the assurance of the continuation of the 'open door' policy, the continued use of the U.S. dollar as authorized Liberian currency, free flow of investment capital both in and out of Liberia, expanded electric power production, modern water and sewer systems in Monrovia, and a stable government.

Increased imports from West Germany, Japan, and Communist China of low-price goods are causing severe competition for United States exports. However, there is an increasing demand for U.S. high quality exports such as electrical power tools, heavy construction and mining machinery, locks and construction materials, recreation equipment including beach, boat, and water gear; canned foods, soaps and detergents, insecticides,

pharmaceuticals, and clothing, including printed cotton fabrics.

If, over the next few years, Liberia develops its agriculture and corollary industries, an expanding market for agricultural machinery, fertilizers, seeds, road building and maintenance equipment, and canning and processing equipment may be expected.

Liberia is expected to continue austerity policies, holding government operational costs at about the current level, and pay about 20% to 25% of its revenue, or about $14.5 million per year on its external debt.

External assistance will be needed for the next several years in the fulfillment of its development plans for education, roads, public administration, mining and industry, public health, public works and utilities, and agriculture.

Current expenditures of the U.S. Agency for International Development (AID) program in Liberia for the fiscal year ending June 30, 1968, are estimated at $21.4 million ($13.5 million loan and $7.9 million grant). This input to the Liberian economy will drop somewhat as the water, school, and hospital construction projects are completed.

New AID projects in the offing include the Roberts International Airport improvement, Monrovia sewerage system, and rural roads at a total cost of about $11 million.

At a Conference of West African Heads of State and Government at Monrovia between Apr. 17-24, Liberia and eight other countries established the West African Regional Group. The purpose of the WARG is to develop cooperation in the economic, cultural and social fields.

NEW $51.4 MILLION LAMC PELLETIZING PLANT at the port of Buchanan reflects the continued expansion of Liberia's large iron ore industry.

Liberia's iron ore mines are now operating at full capacity producing about 20.5 million metric tons of iron ore annually, and should continue at this rate for the next several years. Iron ore prices appear to have hit the bottom and may gradually improve during the next few years.

Rubber production climbed to 138 million pounds in 1967 and it is expected to reach 170 million pounds during 1970. World prices for natural rubber are at an all-time low of 15¢ to 16¢ per pound (New York price), with little hope that they will go much above 18¢ per pound during 1968.

The Liberian Cement Corporation began production in January. At the end of February a new Liberian Law prohibited the importation of cement except by CEMENCO. The local cement is made from Norwegian clinker and reportedly is of high quality. It is expected that export of Liberian cement to Guinea will be arranged through a barter for Guinean coffee.

With the completion of the port storage tanks, the connecting pipelines, and the installation of the stills and other parts of the refinery, the Liberian Refinery Co., a subsidiary of Hydrocarbon Research Inc. and Sunray DX Oil Company is scheduled to begin refinery operations within the next few months. Its planned crude imports from Nigeria and Venezuela will replace refined petroleum product imports from present distributor sources.

The new refinery will offer a full line of products including super and regular gasoline; diesel, gas oil, and jet fuels; kerosene and bitumen. Wholesale and retail prices have not yet been announced. It is expected that arrangements will soon be concluded whereby the refinery will furnish the petroleum product requirements to all concessionaires who consume over 60% of Liberia's total requirements.

The role which currently established distributors (Texaco, Mobil, Shell, B.P. and Agip) will play in the distribution of the local refinery products has not yet been determined.

However, Liberia's expected 100% tariff on imported petroleum products after the Liberia Refinery Co. comes on stream will likely halt any further imports of these products.

The budget for 1968 appears realistic and it is expected that its projected expenditures of $56.7 million will be met by $51.9 million revenue and about $4.7 million in external assistance. Beginning in 1969 high debt service payments will place a real strain on Liberia's ability to meet its obligations, and Liberia probably will have to seek cooperation from its creditors to stretch out its debt payments.

Increased Government revenues are expected to result from the revised income tax for corporations; the application of the austerity tax to foreigners; the substitution of a single development tax for four separate taxes which will be easier to collect; a new proposed withholding tax on dividends and interest payments remitted abroad. They will, however, be offset somewhat by the anticipated decrease in income taxes resulting from lower natural rubber prices. The income from Firestone Plantations, alone, is expected in 1968 to decline from the 1967 payment of $3.7 million to about $2.1 million.

The government is holding its operations cost to about the 1967 level, about $39.5 million, and will pay $17.2 million on its external debt. Budget and fiscal controls are functioning better.

Although there are those that remember the boom times of 1961-63, and the problems of readjustment in 1964-66, people are beginning to recognize that business is about as good as it will be for a while, and have come to regard the present business situation in Liberia as "normal".

About 104,000 persons are now employed in the money economy. In spite of generally low wages they are gradually increasing their bank deposits, from $23.9 million in 1964 to $26.6 million in 1966, to $28.2 million in 1967, to an estimated $29 million in 1968 and $30 million in 1969.

With the iron ore mines running at full employment, with an increasing amount of natural rubber being produced, and with other industries (palm oil and lumbering) taking on more workers there is a growing assurance that the bottom of the business recession has been reached and that from here on a gradual expansion in business activity can be expected.

Liberia's economic growth will be based on increased production of natural rubber, palm oil, rice, possibly other agricultural products (although the absolute increase in agricultural production is not likely to be great), exploitation of additional mineral deposits, lumber resources, and continued high production of iron ore.

The dramatic rise of Liberia's economy during the past twenty years, however, is likely to level at the current plateau with a 4% to 5% annual growth depending to a large degree on the development of agricultural resources.

France imposes temporary quotas on several items

Measures affect consumer goods, autos, trucks; to be discontinued in November and December

The French Government has announced the imposition, on a temporary basis, of quotas on imports of motor vehicles, electric domestic refrigerators and washers, gas cooking ranges, certain steel products and certain textiles from all sources. The quotas apply as of July 1, and will be discontinued on Nov. 1 for motor vehicles and on Dec. 31 for all other products.

These quotas will limit the increase in French imports in relation to base periods in 1967 as follows:

- Passenger automobiles, July 1-Nov. 1, 1968 15% above July 1-Nov. 1, 1967 level;
- Other motor vehicles, July 1-Nov. 1, 1968 10% over July 1-Nov. 1, 1967 level;
- Refrigerators, washing machines and ranges, 1968 imports 10% over 1967 imports;
- Textiles, permitted increases over 1967 imports will vary from product to product;
- Steel—59,000 tons per month, which is a 7% increase over monthly imports during the second half of 1967.

A notice to importers published in the French *Journal Officiel* of June 30, indicates that the following commodities will henceforth be subject to quotas and therefore require import licenses (Products shipped to France prior to June 30 are not subject to licensing).

French Tariff No.	*Decription*
51-04	Woven fabrics of man-made fiber (continuous)
EX 53-11	Woven fabrics of carded wool
Ex 55-05	Cotton yarn Nos. 100 and higher not prepared for retail sale
55-08	Cotton terry cloth
55-09	Other cotton fabrics
56-07	Woven fabrics of man-made fiber (discontinuous)
59-04	Twine, cords and rope, plaited or not
EX 60-03	Socks of synthetic fibers
60-04	Knitted underwear not elastic or rubberized
EX60-05A.II	Knitted outerwear other than for babies
EX61-01	Men's raincoats
EX61-02B	Women's rain coats
61-03	Men's and boys' undergarments and shirts
61-04	Women's and girls' and babies' undergarments
61-05	Handkerchiefs
EX62-02	Bed linen, table linen, and kitchen towels, except handmade
EX73-10	Cold formed or cold finished iron or steel bars and rods (including wire rods)
EX73-11	Cold formed or cold finished iron or steel angles, shapes and sections
EX73-12	Cold-rolled steel strip, pickled or not, other than for tinplating
73-14	Iron or steel wire, whether or not coated, but not insulated
EX73-15A.VII	High carbon steel wire, whether or not coated, but not insulated
B.VIb.	Alloy steel sheets and plates cold-rolled, pickled or not, of a thickness of 3 millimeters or more
B.VII	Alloy steel wire, whether or not coated, but not insulated
EX73-36	Gas cooking ranges and hot plates
	Parts and accessories for domestic cooking, gas appliances
EX84-15	Domestic electric compression refrigerators and cabinets for such refrigerators
EX84-40B	Domestic electric clothes washing machines of capacity not exceeding 6 kilograms
EX87-01B	Wheeled road tractors
87-02	Passenger automobiles, buses and trucks

Italian outlays for industrial expansion expected to rise 14% per year through 1970

The Italian Association of Manufacturers (Confindustria) has estimated that average annual industrial investment in Italy from 1968 through 1970 will amount to about $3.38 billion, which is almost 14% higher than actual investment in 1966.

In the Mezzogiorno, the underdeveloped southern part of the country where special investment and tax incentives are available, Confindustria forecasts an average annual industrial investment in the same period valued at $979 million, 18% higher than actual investment expenditures in that region in 1966.

In contrast to its optimistic investment outlook, Confindustria forecasts only a very moderate increase in employment, at an annual rate of 1.6%, due to technological progress. The investment/employment ratio increased, according to Confindustria, from 12.5 million lire ($20,000) per employee in 1961-63 to 21.6 million lire ($34,560) in 1963-65 and should increase to 33.7 million lire ($53,920) in the period 1967-70.

The rapid increase in projected investment per employee highlights the strong and growing Italian demand for industrial machinery and labor saving equipment.

American—Soviet consular agreement effective July 13

United States businessmen and other travelers will soon be accorded the protection of the provisions of the U.S.-USSR Consular Convention.

The Convention, signed on June 1, 1964, was ratified by the U.S. Senate in March of 1967, and by the Presidium of the Supreme Soviet about a year later. Instruments of ratification were exchanged on June 13 this year with the effective date of the Convention set at July 13.

This Convention is expected to improve the ability of the U.S. Government to protect and assist the thousands of Americans who visit the USSR as tourists, on business, or under the exchange program.

While the Convention does not establish any consulates in either the United States or the Soviet Union, it does provide a framework within which the consular affairs of both countries may be facilitated.

In addition to the clauses normally included in a consular treaty, this Convention provides that a consular officer has the right to communicate with, assist, and advise any national of the sending state (the country represented by the consular officer). According to the Convention, the consular officer must be notified of the arrest or detention of a national of the sending state within one to three days, and must be permitted to visit the arrested or detained individual within two to four days.

New Kennedy Round tariff cuts open way for higher export sales of thousands of U.S. commodities

Selected listing of July 1 reductions by 14 nations reviews items of special interest to U.S.; traders can write for more details

Kennedy Round tariff concessions made on July 1 apply to thousands of commodities in a broad range of product categories. Fourteen nations implemented the first two stages of their agreed-upon cuts: the six members of the European Economic Community (Belgium, France, Germany, Italy, Luxembourg, Netherlands), Finland, Japan, Sweden, United Kingdom, Norway, Denmark, Trinidad and Tobago, and Spain (see INTERNATIONAL COMMERCE, July 1, p.2).

Certain of these concessions granted by most of the countries participating in the July 1 reductions have been selected as of special interest to U.S. exporters and detailed on the following pages. This schedule lists the original pre-Kennedy Round rates, an estimate of the rates that became effective with implementation of the first two stages of Kennedy Round reductions by these countries on July 1, and the final agreed rates that will apply after final implementation of the full five stages of reductions by Jan. 1, 1972.

Since few of the revised tariff schedules for the countries participating in the July 1 concessions had been received at press time, most of the rates appearing below were calculated from the concessions agreed upon in June 1967. While every effort has been made to assure their accuracy, final knowledge of these rates will not be available until the actual revised tariff schedules of all participating countries have been received.

It should be emphasized that only a limited number of the many products granted concessions during the Kennedy Round are listed here. Reductions in the import duties applying to thousands of other American products also present special opportunities for U.S. exporters.

Detailed information regarding duty reductions on individual products for each of the countries participating in the Kennedy Round may be obtained by writing to the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C. 20230. Requests should specify particular country of interest. Give complete product description, including appropriate details on constituent materials. Include, if possible, descriptive literature.

It would also be helpful if products could be identified in terms of the Brussels Tariff Nomenclature, the U.N. Standard International Trade Classification, or the U.S. Schedule B export commodity number.

The items below are arranged in accordance with the Brussels Tariff Nomenclature (BTN), the system of tariff classification used by each of the countries listed in this schedule. The letters "ex" precede those BTN numbers which include items other than the ones listed in the adjoining column; only those items specifically described are subject to the accompanying tariff reductions. Rates are expressed in percent ad valorem except where otherwise indicated. The abbreviations "Unbd" and "Bd" indicate that previously unbound rates were bound by Kennedy Round agreement to the specified levels. The rates shown are Most Favored Nation (MFN) rates, and apply in all cases to exports from the U.S.

EEC

Tariff Number & Brief Description	MFN Rates of Duty (%) Pre-KR	July 1	Final
02.01BIIb Edible offals of beef and pork:			
Livers	20	17.6	14
Others	20	16.8	12
03.01A Fresh, chilled or frozen fresh water fish:			
Trout	16	14.4	12
Salmonidae	10	9.2	8
06.01A Dormant bulbs, tubers, rhizomes, etc.	10	9.2	8
07.05A Dried peas and beans	9	7.2	4.5
ex07.05B Lentils	5	3.8	2
ex08.02 Grapefruit, fresh	12	9.6	6
08.04B Raisins	8	7.2	6
09.01AIa Coffee, not roasted, not decaffeined	16	13.5	9.6
09.01AIb Coffee, not roasted, decaffeined	21	17.8	13
09.01C Coffee substitutes containing coffee	30	25.2	18
12.03B Various field seeds	8	7.2	6
16.02BI Prepared or preserved meat or poultry (canned)	21	19.4	17
16.04B Prepared and preserved salmonidae	16	14.8	13
18.01 Cocoa beans, whole or broken, raw or roasted	9	7.5	5.4
20.07BII Grapefruit juice with or without added sugar	19	17.4	15
23.03 Beet-pulp, bagasse and other waste of sugar manufacture; brewing and distilling waste, etc.	Free (unbd.)	Free (bd.)	Free (bd.)
27.10 Petroleum and shale oils, other than crude; preparations not elsewhere specified or included containing not less than 70% by weight of petroleum or shale oils, these oils being the basic constituent of the preparations:			
A. Light oils	14	11.2	7
B. Medium oils:	14	11.2	7
C. Heavy oils:			
I. Gas oils	10	8	5
II. Fuel-oils	10	8	5
III. Lubricating oils and others	12	9.6	6
40.11C Tire casings, flaps, cycle tires	18	14.4	9
40.14BI Rubber articles for technical purposes	12	9.6	6
41.03BII Sheep and lamb skins, leather	10	8	5
47.01B Unbleached and bleached chemical wood pulp, sulphate and sulphite	6	4.8	3
51.01A Yarn of synthetic textile fibers	12	10.8	9
63.01 Clothing, rugs, linen, and similar products	14	11.2	7
73.21 Structures and parts, etc., of iron or steel	11	8.8	5.5
82.05A Certain interchangeable tools of base metal	12	9.8	6.5
ex84.06 Parts for aircraft engines	10	8	5

84.08AIa Turbo-jet engines, thrust 2,500 kg. or less	12	9.6	6
84.08AIb Turbo-jet engines, thrust more than 2,500 kg.	10	8	5
84.08DI Parts for reaction and turbo-prop engines	10	8	5
ex84.10B Certain other pumps for liquids	12	9.6	6
ex84.11AII Pumps and compressors, other, n.e.s.	12	9.6	6
84.15 Refrigerators and refrigerating equipment	10	8	5
84.19B Machinery for cleaning, bottling, packing, etc.	10	8	5
ex84.22B Certain automotive loading, lifting and handling machinery	11	8.8	5.5
84.22C Other lifting and handling machinery	11	8.8	5.5
84.25 Harvesting and threshing machinery and similar agricultural equipment	9	7.2	4.5
84.37B Knitting machines	12	9.6	6
ex84.41 Sewing machines valued over $65 not including table or housing	12	9.6	6
84.44A Rolling mills for recycling fissile material	11	8.8	5.5
84.45B Machine-tools, supersonic, other than automated	6	4.8	3
84.45CX Coiling, bending, blanking and similar machine tools	6	4.8	3
84.48 Certain machine-tool accessories	6	5	3.5
84.52B Accounting machines	11	8.8	5.5
84.55B Parts for statistical and punchcard machines	8	6.4	4
84.55C Parts for office machines other than electronic calculators	11	9	6
85.01AII Generators and electrical motors weighing over 10 kg.	10	8	5
85.19A Circuit control apparatus and other electrical circuit apparatus	13	10.4	6.5
85.21AIII Electronic tubes, other than cathode ray tubes for T.V.	15	12	7.5
ex87.02AI Certain motor vehicles, including autos	22	17.6	11
88.02BIb Helicopters unladen, weight over 2,000 kg.	10	8	5
88.02BIIb Aircraft, mechanically propelled, unladen weight of 2,000-15,000 kg.	11	8.8	5.5
88.02BIIc 88.02BIId Aircraft, unladen weight of over 15,000 kg.	10	8	5
88.03 Parts for aircraft	10	8	5
97.03 Working model toys, other than of wood	24	20.8	16
97.04B Games other than playing cards	17	13.6	8.5

United Kingdom

Tariff Number & Brief Description	MFN Rates of Duty (%) Pre-KR	July 1	Final
ex02.01 BIa Beef tongues	Free (unbd.)	Free (bd.)	Free (bd.)
02.01 BIb Edible offals of beef and veal, other	20	16	10
07.05B Dried white beans	8	6.4	4
16.04C Canned salmon	5	4	2.5
ex21.07 Canned corn	10	8	5
25.12B Certain infusorial earths, bagged	8	6.4	4
ex40.14 Articles of unhardened vulcanized rubber, n.e.s.	20	16	10
68.07 Mineral wools, for insulating	10	8	5
71.16 Imitation jewelry	25	20	12.5
76.01A2 Unwrought alloys of aluminum	10	8	5
83.15 Wire rods, electrodes, etc. coated for welding, etc.	16	12.8	8
84.10 Pumps and parts	14	11.4	7.5
ex84.12 Air conditioning machines	12	10.2	7.5
84.23A Power-operated excavating machines	12	10.2	7.5
84.32 Book-binding machinery	14	11.4	7.5
84.51A1 Electric typewriters	16	12.6	7.5
85.14 Microphones, loudspeakers, amplifiers	20	16	10
85.19C Circuit breakers, other	16	12.8	[8
87.01A2 Track-laying tractors, drawbar horsepower exceeding 50	15	12	[7.5
87.02C1(b) Passenger cars	22	17.6	11
90.07A2 Photographic cameras, other	40	32	20
90.24 Instruments for measuring, checking, or controlling flow, depth or pressure, etc.	16	12.8	[8
92.13C1 Accessories and parts for gramophones	33.3	24	10
98.03 Fountain pens	20	16	10

Finland

Tariff Number & Brief Description	MFN Rates of Duty (%) Pre-KR	July 1	Final
ex08.12 Mixed dried fruit	8	6.4	4
ex08.12 Dried prunes	6	5.2	4
ex20.02 Canned asparagus	30	24	15
ex20.07 Frozen orange juice concentrate	40	36	30
ex27.10 Lubricating oils and greases	10	8	5
34.05 Polishes, creams, and similar preparations	25	20	12.5
37.03 Sensitized paper	15	12	7.5
38.14 Anti-knock preparations etc.	Free (unbd.)	Free (bd.)	Free (bd.)
84.10 Pumps for liquids	15	12	7.5
84.33 Paper or paperboard cutting machinery	15	12	7.5
84.41 Sewing machines	15	12	7.5
84.45 Metal-working machine tools	15	12	7.5
84.49 Hand tools, pneumatic or with nonelectric motors	15	12	7.5
85.08 Spark plugs and glow plugs	8	6.4	4
85.21 Thermionic and cathode valves and tubes	5	4	2.5
87.01 Tractors	8	6.4	4
ex87.06 Parts for tractors	10	8	5
90.17 Medical, dental, surgical, veterinary instruments	15	12	7.5
90.24 Measuring instruments for liquids and gases	20	16	10
90.28 Electrical measuring instruments	20	16	10
92.11 Gramophones, record players and automatic record changers	40	32	20
98.03 Pens and pencils, mechanical	10	8	5

Norway

Tariff Number & Brief Description	MFN Rates of Duty (%) Pre-KR	July 1	Final
ex15.02A Inedible tallow	0.08	0.064	0.04
ex16.05A2 Canned crab	3.00	2.10	0.75
ex20.06C2b Canned pineapple, peaches, mixed fruit	0.60	0.48	0.30
ex20.07B2 Orange juice concentrate, unsweetened frozen	0.50	0.40	0.25
ex21.07C Canned corn	30	24	15
24.01 Tobacco, raw	Free (unbd.)	Free (bd.)	Free (bd.)
29.35B Heterocyclic compounds	30	24	15
37.02B Photo film	4.00	3.20	2.00
38.14 Anti-knock preparations	20	18	15
68.06A Abrasive paper	0.16	0.128	0.08
73.40C Articles of iron and steel, n.e.s.	10	8	5
84.06C Outboard motors	10	8	5
84.10A Pumps for liquids	15	12	7.5
ex84.19B Dishwashing machines	20	16	10
84.23B Rotary rock drills	10	9.2	8
84.51 Electric typewriters	10	8	5
84.53 Statistical machines	10	8	5
ex87.06B3 Passenger car parts and accessories	25	20	12.5
90.08B Movie projectors	5	4	2.5

NOTE: Rates not expressed in percent ad valorem are in Norwegian crowns per kilogram (7.14 Norwegian crowns equal U.S. $1).

Sweden

Tariff Number & Brief Description	MFN Rates of Duty (%) Pre-KR	July 1	Final
ex08.02 Lemons	5 Kr. per 100 kg.	3 Kr. per 100 kg.	Free
ex19.08 Biscuits and wafers	10	8	5
ex20.02 Canned asparagus	75 Kr. per 100 kg.	71 Kr. per 100 kg.	65 Kr. per 100 kg.
ex20.06 Canned pineapple, peaches, mixed fruit	25 Kr. per 100 kg.	20 Kr. per 100 kg.	12.50 Kr. per 100 kg.
ex20.07 Canned citrus juices, unsweetened	20 Kr. per 100 kg.	15 Kr. per 100 kg.	7.50 Kr. per 100 kg.
24.01 Unmanufactured tobacco	Free (unbd.)	Free (bd.)	Free (bd.)
27.01 Coal	Free (unbd.)	Free (bd.)	Free (bd.)
84.01 Steam boilers and parts	10	8	5
84.06 Internal combustion piston engines	10	8	5
84.10 Pumps for liquids; liquid elevators	10	8	5
84.11 Air and vacuum pumps, compressors, fans, etc.	10	8	5
84.15 Refrigerators and refrigerating equipment	10	8	5
84.19 Bottling, dishwashing, packing machinery and parts	10	8	5
84.23 Excavating, leveling, boring machinery and parts	10	8	5
84.49 Hand tools, pneumatic or with nonelectric motor	10	8	5
84.52 Calculating, accounting, and similar machines	10	8	5
84.61 Taps, cocks, valves for pipes, tanks, vats, etc.	10	8	5
85.01 Generators, motors, converters, etc. and parts	10	8	5
85.18 Electric capacitors and parts	17	13.6	8.5
85.21 Thermionic, cathode valves and tubes, etc.	10	8	5
87.01 Tractors	10	9.2	8
87.02 Passenger cars, new and used	15	13	10
ex87.06 Parts for tractors	10	9.2	8
ex87.06 Parts for other motor vehicles	15	13	10
ex90.07 Photographic cameras, weighing 3 kg. or less	10	8	5
90.10 Photographic and motion picture laboratory equipment	10	8	5
90.24 Apparatus for measuring, etc. the variables of liquids and gases	10	8.8	7

NOTE: Rates not expressed in percent ad valorem are in Swedish crowns per 100 kilograms (5.18 Swedish crowns equal U.S. $1).

Denmark

Tariff Number & Brief Description	MFN Rates of Duty (%) Pre-KR	July 1	Final
08.12B Dried fruits except apple	10	8	5
20.07B2 Citrus juices, canned	18	14.4	9
27.10A Clear lubricating oils and greases	.05 Kr. per kg.	.04 Kr. per kg.	.025 Kr. per kg.
48.01 Paper and paperboard, machine-made	5	4	2.5
51.04 Woven fabrics of continuous man-made fibers	20	18.4	16
84.01 Steam boilers and parts	8	6.4	4
84.02 Auxiliary equipment for steam boilers	8	6.4	4
84.04 Steam engines	8	6.4	4
84.06 Internal combustion piston engines, except outboard motors or bicycle motors	5	4	2.5
84.23 Excavating, leveling, extracting, etc. machinery	10	8.4	6
84.35 Printing machinery and parts	5	4	2.5
84.45 Metal-working machine tools	10	8.4	6
87.07 Work trucks of the types used in factories, etc.	4	3.2	2
90.10A Contact photocopying apparatus, reels	Free (unbd.)	Free (bd.)	Free (bd.)
90.10B Certain apparatus for photo labs	8	6.4	4
90.28 Electrical measuring, testing, etc. instruments	10	9	7.5
98.03 Pens and parts	12	9.6	6

NOTE: Rates not expressed in percent ad valorem are in Danish crowns per kilogram (7.50 Danish crowns equal U.S. $1).

Japan

Tariff Number & Brief Description	MFN Rates of Duty (%) Pre-KR	July 1	Final
ex02.02 Turkeys, whole, fresh, chilled or frozen	20	18	15
ex08.05-4 Sweet almonds	15	13	10
ex08.12 Prunes	15	13	10
ex08.12 Other dried fruit, n.e.s.	20	18	15
12.01-7 Safflower seed	5	4	2.5
ex27.10-1(5)B Lubricating oils, specific gravity more than 0.8494 at 15°C	20	18	15
ex29.04 Butyl alcohol, ethylene glycol, propylene glycol	20	18	15
ex29.08-3 Ethers, ether-alcohols, ether-phenols, etc.	20	16	10
ex29.44-2 Certain antibiotics	17	13.6	8.5
ex37.01) Photographic film, black	30	24	15
ex37.02) and white: flat, in rolls, and cinematographic			
ex39.02-2 Certain synthetic resins in bulk	20	16	10
ex48.07-9 Paper and paperboard, impregnated, coated, etc., in rolls and sheets, n.e.s.	20	16	10
ex56.07-1 Woven fabrics of discontinuous man-made fibers mixed with wool	25	20	12.5
70.11 Glass envelopes for electric lamps, electronic valves, etc., n.e.s.	15	12	7.5
73.32 Nuts, bolts, screws, rivets, etc.	15	12	7.5
76.01 Aluminum and its alloys, unwrought	13	11.4	9
84.22 Cranes, conveyors, lifts, hoists, etc.	15	12	7.5
84.40 Machinery for cleaning, drying and finishing textiles and printing repetitive designs on textiles, paper, linoleum, etc.	15	12	7.5
84.44 Rolling mills, rollers and parts	15	12	7.5
ex84.45-2 Bending machines, presses, shearing machines, forging machines and other machines for working metal, n.e.s.	15	12	7.5
84.49 Hand tools, pneumatic or with self-contained non-electric motor	15	12	7.5
ex84.52 Calculating machines, accounting machines, cash registers, etc., incorporating a calculating device (except digital computers and auxiliary machinery; electric calculating machines with 3 rules or more; electronic bookkeeping and accounting machines with 3 rules or more; and cash registers with 5 or more totaling devices)	15	12	7.5
84.62 Ball, roller or needle bearings and parts	25	20	12.5
84.63 Transmission shafts, cranks, bearing housings, gears and gearing and parts	15	12	7.5
ex85.11 Electric furnaces, ovens, and induction and die-electric heating equipment and parts; electric welding machines, except those operated by numerical control systems	15	12	7.5

ex85.15 Radio-telegraphic and radio-telephonic transmission and (con.) reception apparatus, other than that for aircraft, and parts thereof	20	16	10
85.19 Electrical apparatus for making, breaking, or protecting electrical circuits and parts thereof	15	12	7.5
ex87.02 Passenger cars more than 270 cm in wheel base	35	28	17.5
90.10 Apparatus and equipment used in photographic laboratories	20	16	10
ex90.16 Drawing, measuring and drafting instruments and machines	15	12	7.5
90.24 Instruments and apparatus for measuring, checking, automatically controlling flow, depth, pressure, temperature, etc. of liquids or gases	15	12	7.5
ex90.28-1 Certain electrical measuring, checking, analyzing or automatic control instruments	15	12	7.5
90.29 Parts of instruments or apparatus for measuring or checking, falling within BTN headings No. 90.23, 90.24, 90.26, 90.27 or 90.28	15	12	7.5
ex92.11 Coin-operated phonographs	25	20	12.5
ex92.12-3 (2) Recording tapes, wires, sheets, etc., n.e.s.	20	16	10
95.08-1 Gelatin capsules	10	8	5
97.04-3 Equipment for indoor games, parts and accessories, n.e.s.	30	24	15
ex97.06-3 Golf requisites, parts and accessories, n.e.s.	20	16	10

Ivory Coast makes broad tariff cuts to diversify trade

Move will reduce preferential advantage of EEC, franc zone

The Government of Ivory Coast, as part of its trade diversification policy, recently approved temporary reductions in the country's minimum tariff (customs duty) amounting to 30-40% of the previous rates on certain specified products. The ordinance governing the tariff reductions (ordinance number 68-273 of June 6, 1968) was officially published in the Ivorian *Journal Officiel* of June 20.

Article 1 of the ordinance states that the minimum rates of customs duty of entry shall be modified temporarily on the following products: **Air conditioning units,** other than those listed under 84-59, containing in a common casing, a motor-driven fan and appliances suitable for modifying temperature and humidity—Brussels Tariff Nomenclature (BTN) 84-12-00, duty reduced to 3% (formerly 5%);

Tractors, including tractors with winches, other tractors, caterpillar tractors, weight: more than three, but not more than nine metric tons, BTN 87-01-72, reduced to 1% (formerly 15%) and more than nine metric tons, BTN 87-01-73, reduced to 3% (formerly 5%);

Motor vehicles, any type, for the transport of persons (including sports cars and trolley buses) or goods: vehicles for the transport of persons: buses designed to transport at least 22 persons seated (not including the driver), others, BTN 87-02-22, reduced to 15% (formerly 25%);

Vehicles for the transport of goods: dump trucks and other trucks, with a load capacity equal to or greater than 10 metric tons, BTN 87-02-32, reduced to 15% (formerly 25%); less than 10 metric tons, BTN 87-02-33, reduced to 15% (formerly 25%), other trucks and pick-up trucks, BTN 87-02-34, reduced to 15% (formerly 25%).

U.S. exporters should note that Ivory Coast has two separate basic import levies: the fiscal import duty, which averages between 10% and 15% of the c.i.f. value, and the customs duty, which for most goods is within the range from 5% to 25%. The fiscal import duty is levied uniformly on all goods, regardless of source or origin. However, the European Community and its associated countries are exempt from payment of the customs duty.

The reduction in customs duty on the products listed above therefore curtails the margin of preference enjoyed by franc zone and Common Market countries. This initiative has been taken by the Ivory Coast Government to diversify its trading relationships. Both business and government circles in Ivory Coast are most receptive to the opportunities to expand these relationships afforded by the U.S. Department of Commerce Trade and Investment Mission scheduled to visit that country during Nov. 3-16 of this year (see the Apr. 8 issue of INTERNATIONAL COMMERCE) and the "America Week" exhibit at the Hotel Ivoire Nov. 18-24, organized by the American Business Club of Ivory Coast.

For further information on these and other trade regulations of Ivory Coast, **write** Africa Division, Bureau of International Commerce, Washington D.C. 20230.

Guatemala requires import licenses for most products

Guatemala now requires a prior import license for all imports unless exempted by the Ministry of Economy. Goods currently exempted include livestock, basic foodstuffs, dietetic or baby foods, fuels, some chemicals, certain medical and scientific equipment, certain fertilizers, agricultural machinery, jeeps and trucks. Merchandise in transit, in customs warehouse, or covered by prior letters of credit are exempted.

Guatemala has initiated this import license requirement in anticipation of the proposed 30% surcharge on imports authorized by the San Jose Protocol to the General Treaty for Central American Economic Integration. The Protocol becomes effective when three of the five Central American Common Market members have ratified it. Nicaragua ratified the Protocol on June 19 and is already charging the 30% tariff surcharge.

New Italian law boosting tourism improves market outlook for U.S. suppliers

A recent Italian law consolidating tax and financing incentives currently in effect for development of the tourist industry in Italy should lead to new prospects for U.S. exporters. The market should be particularly good for building materials, furniture, hotel and store fixtures, catering equipment, sound and heat insulating materials, plumbing, heating and air conditioning equipment, electric lighting and wiring equipment, communication equipment, computing and accounting machines, amusement, sporting goods and gardening tools.

The new law (No. 326 of Mar. 12) provides for coordinated and improved administration of existing incentives and takes into consideration the objectives regarding tourism contained in Italy's Five Year Development Plan for 1966-70.

The Ministry of Tourism estimates that a total of $1.38 billion will be invested in the industry between 1968-72. Of this amount, $1.1 billion is expected to be invested in hotel construction and modernization, about $200 million elsewhere.

Spain issues new import requirements on breeding poultry

Foreign exporters must register by July 15, submit certificate

The Spanish Ministry of Agriculture recently enacted legislation regulating the importation of pure-strain breeding poultry. This law requires foreign poultry exporters to register with the Ministry by July 15, and to submit a veterinary certificate at the time of shipment. Applications must be endorsed by a Spanish Consul in the United States prior to submission, and should be filed with the Director General for Livestock.

As of July 15 Pure Strain Certificates, which are needed for import purposes, will not be issued to those farms which have not registered with the Directorate General for Livestock.

The following requirements will apply to the importation of both pure-strain birds and hatching eggs:

- A request addressed to IRMO Sr Director General de Ganaderia, Ministerio de Agricultura, Paseo de Atocha #1, Madrid 12, Spain, stating name and address of farm, registration number, number of birds or of hatching eggs, price c.i.f. or f.o.b. strain or stock, age, sex and purpose of the birds, country of origin, and clearing customhouse.
- An official Veterinary Certificate from the country of origin stating in general that there are no contagious or infectious diseases in the related farm, and, in particular, that the farm is free from pullorum disease, chronic respiratory disease, and leukosis.

In any appropriate cases the imported pure-strain birds may be subjected to an official veterinary health control for a period of four months from their date of entry by the Service of the Directorate General for Livestock, at the farms of destination.

In the event that a shipment of birds reaches the clearing customhouse without an accompanying Official Veterinary Certificate from the country of origin, the required analyses will be performed by the regional livestock laboratory prior to clearance of the shipment and regardless of the regulation quarantine to which the birds shall be subjected. The charges incurred in this connection shall be borne by importers. The Director General for Livestock will soon be issuing the complementary directives for application of the provisions in this order.

India Consortium members pledge $100 million in aid

The nine member nations of the India Consortium recently met in Washington under World Bank auspices and pledged $100 million in debt relief for India during the current fiscal year (beginning Apr. 1). The World Bank has estimated that India will need a total of $1 billion to maintain current development policies at the required levels.

Some members indicated the contribution they would be able to make to the remaining $900 million; others expect to be able to do so later in the year.

It was also agreed that as new investments rise, new project aid commitments would be necessary. Consortium members agreed to consider sympathetically India's request for new project aid of about $450 million, of which almost half would be for fertilizer plants and other agricultural projects.

Consortium members are Austria, Belgium, Canada, Denmark, France, Germany, Italy, Japan, the Netherlands, the United Kingdom, the United States, the World Bank, and the International Development Association.

The Consortium welcomed India's agricultural performance achieved in the previous year, and accorded much of the credit for the record output of over 95 million tons of foodgrains to the sound policies and management of the new government programs. There is every expectation that this new momentum in foodgrain output will be continued. The revival of the economy after two drought years is now spreading to other sectors.

Norway shortens workweek

An amendment to the Workers' Protection Act, effective July 1, has shortened the workweek in Norway from 45 to 42½ hours and has limited to nine the hours that may be worked in one day.

The law further states that the work week shall be six days but permits a shorter week by agreement between labor and management. The law also allows for the irregular arrangement of work hours on condition that the yearly average does not exceed 42½ hours per week and that no single week is in excess of 51 hours. Maximum overtime permissible per year is 250 hours.

Greeks broaden law designed to attract regional offices

Benefits of earlier law now applied to shipping enterprises

The Government of Greece recently extended to foreign and certain Greek shipping enterprises the privileges and tax accommodations previously accorded to foreign commercial and industrial enterprises who conduct business activities exclusively outside Greece.

The Greek-based offices of these enterprises are exempted, after formal application and Government approval, from the payment of all taxes, charges, import duties, dues or fees currently being levied or that might be imposed in the future on income derived from such operations.

In addition, the new law amends certain requirements concerning foreign personnel employed by such enterprises. Work and residence permits now will be valid for an unlimited period of time, renewable every two years by enterprises that continue to qualify under the provisions of the earlier law. Further, during the entire period of their work and residence permits, these foreign nationals will be exempt from Greek income tax and also may import and operate a privately owned passenger automobile under duty and tax free benefits.

Lastly, the new statute, Emergency Law 378/1968, clarifies the bonding procedures outlined in the earlier measure, Emergency Law, 89/1967, and establishes a minimum of $1,000 and a maximum of $5,000 for the bank letter of guarantee.

Both laws have had considerable appeal and a significant degree of success. So far about 40 foreign firms are reported to have established regional control offices in Greece, of which 12 are American companies or affiliates. With the extension of the benefits of E.L. 89/1967 to shipping enterprises, the number of foreign firms taking advantage of these two laws is likely to grow further.

Eximbank reduces rates

The Export-Import Bank has announced reductions in the rates on its short term discount promissory notes. The new rates are: 30-119 days, 5.4%; 120-360 days, 5.65%.

British firms look for U.S. licenses in related fields

Interests vary from machinery, electronics to plastic items

The following British firms are looking for U.S. licenses to produce products related to their respective lines.

• Licenses to manufacture electrical and mechanical meters, dictaphone machines, ticket issuing equipment and similar precision engineered products are sought by a British firm.

The company, a subsidiary of a major British concern, currently produces adding and calculating machines, totalizator equipment and ticket issuing machines.

Write: The Bell Punch Company Ltd., The Island, Uxbridge, Middlesex, England.★ WTD.

• A British manufacturer of high precision gauges, jigs and tools seeks licenses to produce related products.

Write: Speedright Gauge & Tool Company, Shirlett Close, Aldermans Green, Coventry, Warwickshire, England. WTD.

• Licenses to manufacture products in the fields of electrical and electronic instruments, special production equipment and standard units for automatic assembly machines are sought by a British firm.

The company is engaged in the design and manufacture of special mechanical, electronic and production machinery. It produces special purpose machines, automatic assembly machines, press welding fixtures, test and inspection equipment, electrical instruments, special electronic gear, tools, jigs and fixtures.

Write: Irwin and Partners Ltd., 294 Purley Way, Croydon, Surrey CR 9 4QL, England. WTD.

• The parent firm of a group of seven British companies engaged in the manufacture of micro-electronic and semi conductor equipment, computer peripheral equipment, nucleonic instruments, and optical instruments seeks licenses to make related products, particularly in the field of nuclear instrumentation.

Write: Electronic Machine Co. Ltd., Willow Lane, Mitcham, Surrey, England.★ WTD.

• A British manufacturer of special purpose machinery and instruments, nonrotary sheet metal cutters and laundry packing machinery seeks licenses to produce related equipment.

The firm, which has about 45 employees, distributes its products through agents.

Write: The Simcup Company Ltd., Central Avenue, Bletchley, Buckinghamshire, England. WTD.

• A license to manufacture plastic molded products is sought by a British company engaged in both the injection and compression molding of plastics. The firm reportedly produces highly technical articles embodying special inserts and can manufacture molding with any desired type of intricate threads.

Write: The Birmingham Mica Co. Ltd., 3 South Road, Hockley, Birmingham 19, England. WTD.

Technical assistance sought by Indian plastics producer

A successful and well established Indian plastics manufacturer seeks U.S. collaboration in developing a broad range of plastics packaging products and other products which involve the lamination of plastics on different types of media such as jute, metal foils, fabrics and rigid backing material.

The firm's present production facilities are oriented around the manufacture of cellulose acetate moulding granules, polyvinyl chloride compounds and phthalic plasticizers.

Write: East Anglia Plastics (India) Ltd., East Anglia House, 3 Camac St., Calcutta 16, India.★ WTD.

Austrian producer seeks licenses to broaden line

Licenses to manufacture and distribute advanced equipment in the fields of containerization, materials handling equipment at airports, and earthmoving equipment, are sought by a well established Austrian manufacturer.

The Viennese firm manufactures bridges, cranes, funiculars, elevators, stage equipment and special bodies for trucks.

Write: Kurt Rohner, Director, Wiener Brueckenbau & Eisenkonstruktions A.G., Laxenburgerstrasse 196, A-1232 Vienna-Inzersdorf, Vienna, Austria.★ WTD.

German firm seeks licenses to make automotive parts

A leading manufacturer of automotive parts and accessories seeks licenses to produce all types of clutches, brake boosters, disc and drum brakes, gearshift and steering components, axle and chassis parts, and bumpers. The firm operates two well equipped plants, maintains extensive warehouses and employs around 2,700. It is a major supplier of German automobile parts.

Write: Dr. Hermann E. Mueller, Metallwarenfabrik, 5283 Bergneustadt, Bez. Koeln, Germany. WTD.

Pakistani seeks venture

Manufacturer of lead acid batteries seeks joint venture with U.S. firm to establish lead oxide manufacturing plant in Pakistan.

Write: S. M. Iqbal, Managing Director, G. C. Goodwill and Co. Ltd., Industrial Estate, Multan Road, Lahore, West Pakistan. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

World Trade Opportunities

Kuwait opens registration for construction projects

The Kuwait Central Tenders Committee has announced opening of registration for construction firms wishing to tender for road, drainage and public utilities projects.

The total value of the projects are estimated at about KD12 million ($33.6 million) for current fiscal year. Each project is valued at a minimum of KD2 million ($5.6 million). Bids may be submitted on more than one project, up to a combined total of KD5 million ($14 million).

Applications for registration must be submitted to the Central Tenders Committee, Kuwait City, Kuwait by noon July 22, 1968. It is advised that the registration application be submitted by your Kuwait agent.

The application must include the following: name, nationality and principal address as shown in certificate of registration or incorporation; name of Kuwait partner or sponsor and copy of partnership joint venture or agency agreement authenticated by notary public; statement of registered or working capital in dinars, sterling or dollars; names and signatures of officers authorized to sign for company; description of road and drainage projects completed in past five years, each valued at not less than $1.4 million, accompanied by client's statement evaluating two largest projects; detailed description of operations and administrative structure; statement of availability of principal construction equipment; authenticated copy of articles of association or incorporation.

Turkey invites Bosphorus bridge design proposals

In order to connect the continents of Europe and Asia, construction of a bridge has been proposed across the Bosphorus Strait at Istanbul, Turkey. Design proposals are invited for types of suspension bridges in use throughout the world, with either trussed stiffening girder or new airfoil closed box. The bridge is to have a six-lane divided roadway with sidewalk on each side. Navigation clearance required is 64 m. vertically in a 400 m. width. British structural standards are to be used.

Construction of the bridge, which is subject to the grant of a foreign loan, is expected to be advertised for international bidding in November 1968.

Consulting firms submitting design proposals should also provide documents to show that comparable work has been successfully completed in the past.

A copy of the profile and boring data on the project, in the Turkish language, is available for loan to U.S. firms at the office of the Water Industries and Engineering Services Division, BDSA, Department of Commerce, Washington, D.C. 20230.

For additional information, interested firms may apply to: Karayollari Genel Mudurlugu, Kopruller Dairesi, Ankara, Turkey.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

221 Broad woven fabric mills, cotton

AUSTRALIA—Cotton piece goods, preferably printed, 36″ width preferred but, including costings, 44″ to 48″ suitable; synthetic blending acceptable with emphasis on fashion designs rather than basics. Samples, prices requested. Direct purchase and agency. Stein, Johnson and Co. (sales agent), 321 Pitt St., Sydney, NSW 2000. WTD 6/68.

222 Broad woven fabric mills, man-made fiber, silk

NETHERLANDS—Synthetic yarns, fibers. Direct purchase and exclusive sales rights requested for Benelux countries, Germany, northern France. Textima (importer), 8 Beneluxlaan, P.O. Box 2031, Utrecht. WTD 6/68.

239 Fabricated textile products

ETHIOPIA—Tents, army. Domestic and Foreign Trade Enterprise (commission agent), P.O. Box 551, Addis Ababa. WTD 6/68.

264 Converted paper, paperboard products

GERMANY—Carbonless paper. Spezialdruckerei Wilhelm Staeudle KG (manufacturer, ex-

porter, importer), 711 Oehringen, Haagweg 11. WTD 6/68.

SWITZERLAND—Stationery, office supplies, Christmas novelties. Agency and direct purchase. Exedi AG (importer, distributor), Klingentalstrasse 87, 4057 Basel. Attn: Alain G. Haecky. WTD 6/68.

276 Manifold business forms manufacturing

GERMANY—Continuous business and office forms, carbonized and carbonless. Spezialdruckerei Wilhelm Staeudle KG (manufacturer, exporter, importer), 711 Oehringen, Haagweg 11. WTD 6/68.

282 Synthetic materials

NETHERLANDS—Synthetic yarns such as nylon filament yarn, polyester yarns, all sorts of texturized yarns; Synthetic fibers such as nylon, polyester, acrylic fiber in form of staple, tow and tops. Large quantities required mainly for export to South America, India, Pakistan, Far East countries. Synthetic Yarn Co. N.V., 128 Stadhouderskade, Amsterdam. WTD 6/23/66.

283 Drugs

PAKISTAN—Pharmaceutial preparations. Firm wishes to import under its own licenses as well as to work as commission agent for U.S. manufacturers/exporters. Hakeem Medico (Regd.) (importer, commission agent), 81 Temple Road, P.O. Box 598, Lahore. WTD 4/68.

SWITZERLAND—Pharmaceutical preparations. Direct purchase and agency. Comptoir de la Parfumerie SA, Ancienne Maison Tschanz (importer, distributor), Attn: Mr. L. Genoud, 9 Rue Boissonnas, 1211 Geneva 24. WTD 6/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

SWITZERLAND—Perfumes, cosmetics. Direct purchase and agency. Comptoir de la Parfumerie SA, Ancienne Maison Tschanz (manufacturer, distributor), Attn: Mr. L. Genoud, 9 Rue Boissonnas, 1211 Geneva 24. WTD 6/68.

287 Agricultural chemicals

ITALY—Natural (organic) fertilizers having humus as main component. Quantity from 40 to 100 metric tons. Direct purchase and agency. Requests replies in Italian. Guercio (wholesaler, agent), Piazza del Popolo 16/17, 96016 Lentini (Siracusa). WTD 6/68.

289 Chemical products

SWEDEN—Rust preventatives. Direct purchase and agency. Ingenjorsfirman AB Botan (agent), Box 102, Halsingborg. WTD 1/67.

Chemicals for treatment, purification of water, gases. Esanco Import AB (agent, distributor, importer), 10 Hjarnegatan, S-112 29 Stockholm. WTD 1/68.

307 Plastic products

NETHERLANDS—All kinds of plastic products for household use, including novelties in this field; kitchen utensils. Direct purchase and exclusive representation. Descriptive literature, c.i.f. quotations Amsterdam or Rotterdam required. TEL International N.V. (importer, sales agent, wholesaler), 92 Herenweg, Heemstede. WTD 4/67.

311 Leather tanning, finishing

IRAN—Tanned leather for making inexpensive shoes for low income consumers. Requests offers with samples. Direct purchase and agency. Melli Shoe Factory (importer), P.O. Box 2380, Tehran. WTD 11/67.

319 Leather goods

SWITZERLAND—Leather giftware for home, office; novelties. Agency and direct purchase. Exedi AG (importer, distributor), Klingentalstrasse 87, 4057 Basel. Attn: Alain G. Haecky. WTD 6/68.

325 Structural clay products

ETHIOPIA—Brick and structural clay tile. Domestic and Foreign Trade Enterprise (commission agent), P.O. Box 551, Addis Ababa. WTD 6/68.

331 Steel mill products

● **BURMA**—High tensile steel wire, 135 coils of 1,960 ft. each, tensile 235,000 psi, 0.276 in. diameter, to ASTM # A 421 - 59 T; galvanized steel sheathing, complete with coupling, 1,103 pieces in 20 ft. length of 1⅝ in. inside diameter; Freyssinet anchorage with plugs for 12 wires, 490 sets.

Tender #133/I/Const./PWC/67-68; bid deadline July 16.

Revolutionary Government of the Union of Burma, Public Works Corporation, 60 Shwedagon Pagoda Road, Rangoon.★ (Telephone: 202-967-2364).

● **CEYLON**—Galvanized iron plain sheets, 6,150 sheets, 18 to 20 tons tensile, CRCA finish, galvanized to BS 2989 (1958) Class "D", machine flattened; and galvanized iron corrugated sheets, 1,000 sheets, to BS 3083 (1959) type 180.

"Tender for the Supply of G.I. Plain and Corrugated Sheets"; bid deadline July 24.

The Chairman, Tender Board, Ceylon Transport Board, 200 Kirula Road, Colombo 5.★ (Telephone: 202-967-2363).

335 Rolling, drawing, extruding nonferrous metal

● **ARGENTINA**—Aluminum conductor 18,090,000 meters; copper wire 1,320,000 meters. SEGBA, Government owned utility, Tender No. 2842, bid deadline July 15, I.B.R.D. financed.

Copies of tender available for 10,000 Argentine pesos (350 to $1) from SEGBA, Balcarce 184, Room 443, Buenos Aires.

342 Cutlery, hand tools, general hardware

ETHIOPIA—Builders' hardware. Domestic and Foreign Trade Enterprise (commission agent), P.O. Box 551, Addis Ababa. WTD 6/68.

SWITZERLAND—Hardware, giftware, office supplies. Agency and direct purchase. Exedi AG (importer, distributor), Klingentalstrasse 87, 4057 Basel. Attn: Alain G. Haecky. WTD 6/68.

343 Heating apparatus, plumbing fixtures

AUSTRALIA—Household appliances for gas heating. Leaflets, prices requested. Direct purchase and agency. Stein, Johnson and Co. (sales agent), 321 Pitt St., Sydney, NSW 2000. WTD 6/68.

ETHIOPIA—Bathroom and plumbing fixtures, enameled iron, cast iron, pressed metal. Domestic and Foreign Trade Enterprise (commission agent), P.O. Box 551, Addis Ababa. WTD 6/68.

ITALY—Heaters to be used in greenhouses operating with kerosene; quantity 1000. Direct purchase and agency. Requests replies in Italian. Guercio (wholesaler, agent), Piazza del Popolo 16/17, 96016 Lentini (Siracusa). WTD 6/68.

344 Steam boilers

● **ARGENTINA**—Aqua y Energia Electrica, a Government Agency engaged in the distribution of water and electrical energy, is making an international call for bids for the purchase and installation of two (2) steam boilers complete with auxiliary equipment, with a continuous steam production capacity of 130 tons per hour.

The official budget is 856,800,000 Argentine pesos. This project is to be partially financed through a loan from the Inter-American Development Bank. Deadline for submittal of bids is 3:00 p.m., August 26. Tender No. 76/68.

Copies of conditions and technical specifications are available for 50,000 pesos from Aqua y Energia Electrica Lavalle 1554, Buenos Aires, by asking for Public Bid No. 76/68. (One U.S. dollar equals 350 Argentina pesos).

346 Metal stampings

NETHERLANDS—Household, kitchen utensils, novelties in this field; pans with copper bottoms. Direct purchase and exclusive representation. Descriptive literature, c.i.f. quotations Amsterdam or Rotterdam required. TEL International N.V. (importer, sales agent, wholesaler), 92 Herenweg, Heemstede. WTD 4/67.

347 Coating, engraving services

AUSTRALIA—Galvanized sheet steel, in coils to A.S.T.M. specification A525-65T lockforming quality with a guaranteed yield strength of 50,000 lbs/sq.in. Material is 0.0169″ thick (coated thickness) and 43″ wide; coating thickness is to be 1.25 oz; coil weight 4 tons; quantities 100 tons minimum, approximate monthly deliveries; galvanized sheet steel, in coils to A.S.T.M. specification A 446-63T grade E; coating thickness 1.75 oz., dimensions 0.0192″ thick, 37″ wide; coil weight 4 tons; quantities 100 tons minimum—approximate monthly deliveries. R & N Statham (manufacturer), P.O. Box 70, Charlestown, NSW 2290. WTD in preparation.

349 Fabricated metal products

FRANCE—Safety and relief valves, pipe coupling and fitting, pressure and flow control valves for hydraulic piping systems. Direct purchase and agency. Requests replies in French or German. Efrapo, S.A., (importing

wholesaler), 3 Rue Spielmann, 67 Strasbourg. WTD 6/68.

353 Construction, mining, materials handling machinery, equipment

● **INDIA**—Three 13 ton capacity portal cranes. Tender No. H1/28119/68/E, bid deadline Aug. 2. The Chief Engineer, Madras Port Trust, Madras.★ (Telephone: 202-967-5585).

GERMANY—Fork lift trucks specifically designed for use in handling various sized containers used in container shipments. Direct purchase and agency. Waimer Baumaschinenfabrik KG (manufacturer, exporter), 73 Esslingen a. Neckar, Olgastrasse 14. WTD 7/67.

● **YUGOSLAVIA**—Pneumatic tube conveyor system for calcined sodium, 24 hours non-stop, 35 tons/hour capacity, from manufacture to silos including automatic silo emptying. S1 list #22, bid deadline Sept. 3. Masino Impex, Export-Import, Zagreb/Varsavska 9.

354 Metalworking machinery

● **BRAZIL**—Two radial boring machines, and two vertical lathes. Tender 678, bid deadline August 13. Companhia Paulista de Estradas de Ferro, Escritorio Central, Rua Libero Badaro 39, 7° andar, Sao Paulo. A copy of the tender in Portuguese is available.★ (Telephone: 202-WO7-2723).

NETHERLANDS—Light automotive maintenance equipment. Direct purchase and exclusive representations for Benelux countries. N.V. Cytex (importer), 311 Singel, Amsterdam. WTD 5/68.

● **TURKEY**—Machine Tools and Shop Equipment, including: one 100-ton hydraulic press, one radial drill press—90 x 65 mm. table, one swing cutting wheel—24" dia. abrasive wheel, one universal tool grinder—190-220 mm. dia. x 30-40 mm. wide abrasive wheel, two balancing machines, one 1,000 lbs. induction furnace, one vertical turning and boring machine—72-75" dia. table, one metal bandsaw. Bid deadline, August 2. Deniz Kuvvetleri, Ikmal Dairesi Baskanligi, Ankara.

Tender documents in English for machine tools may be obtained by authorized foreign agents from Deniz Kuvvetleri Komutanligi.

● **YUGOSLAVIA**—Metal forming machine tools for aluminum tube production to be used in cosmetics, pharmaceutics, chemical and food packaging industries—tube dia. 13-50 mm. Tender No. S1. list #22, bid deadline September 3. Ferimport, Export-Import, Zagreb/Ilica 1, Sektor UO-za prikupljanje ponuda.

355 Special industry machinery

ETHIOPIA—Mills and presses for edible vegetable oil. Requests illustrative catalogs, price quotation c.i.f. Ethiopian ports, term of payment. Electric current—220 V., 50 cycles. Shita Liyew & Bros. Oil Factory (manufacturer), P.O. Box 1680, Addis Ababa. WTD 6/68.

FRANCE—Machinery for butcher shops, meat processing, packing plants. Direct purchase and agency. Societe Nouvelle, Reorganisation-Modernisation de l'Industrie Alimentaire (importing wholesaler), 11, Rue de la Division Leclerc, 67 Strasbourg. WTD 6/68.

PAKISTAN—Machinery for bleaching, dying, processing of human hair; manufacturing wigs, wiglets. M. Taufiq Khan & Co. (manufacturer, exporter), Palak Baseca Bldg., Shah Abul Mauli Road, Lahore. WTD 6/68.

● **YUGOSLAVIA**—Plastics working machinery, including: two continual welding machines for PE plastics; one extruder, 215-220 mm; four calenders, with a 120 mm cylinder; five injectors, 50-60 mm; one complete injection machine for plastic footwear with ten working positions; and two circles for footwear with two cabins. Tender No. S1. list #22, bid deadline Sept. 3. Jugoplastika Kombinat, Split/Zrtava Fasizma bb.

● Complete equipment for cracker production and packaging, three tons per eight hours. Tender No. S1. list #21, bid deadline Aug. 27. Josip Kras, Zagreb/Branimirova 29.★ (Telephone: 202-967-5585).

Film extrusion equipment for polyethylene and PVC. Tender No. S1. list #21, bid deadline Aug. 27. Masino Impex, Export-Import, Zagreb/Varsavska 9.★ (Telephone: 202-967-5585).

● Packaging machinery for cheese and butter for 30-35 gr. foil packages, with a capacity of 4000 to 6000 packages per hour. Tender No. S1. list #18, bid deadline Aug. 8. Zdenka, Mljekarska industrija, Veliki Zdenci.

● Complete equipment, assembly supervision, and trial run of corn seed production project, 2000 tons/40 days capacity. Tender No. S1. list #18. Bid deadline Aug. 5. For information: Hibrid, beograd/14; and/or offers to be sent: Invest Import, Belgrade/Terazije 5.

● 42 machines for making and repairing light and heavy footwear. Tender No. S1. list #21, bid deadline Aug. 27. Tekig-Invest, Export-Import, Belgrade/7.

● Complete equipment and machinery for construction of a 15,000 cu.m/year capacity plywood plant. Tender No. S1. list #19, bid deadline Aug. 13. Jugotehna, Export-Import, Belgrade/Knex Mihailova 1.

● Cement making machinery, dry process, with 1000 tons per day capacity. Tender No. S1. list #20, bid deadline Aug. 21. Invest-Import, Export Import, Belgrade, Terazije 5.★ (Telephone: 202-967-5585).

● Chemical machinery and equipment: complete equipment for recuperation of CO_2—low pressure, 500 kg of CO_2 per hour capacity. Tender No. S1. list #19, bid deadline Aug. 13. Invest Import Export-Import, Belgrade/Terazije 5.

● Equipment for overcoming bottlenecks in the technological process of paper manufacturing and finishing. Tender No. S1. list #18, bid deadline Aug. 5. Tvornica Papira Rijeka, Rijeka/Brace Supak 32.

● Plastics working machinery, including: hydraulic punch press, welding machines, laboratory vacuum machine, cutting machine for hard PVC foils, heads and calibrators for hard PVC profiles. Tender No. S1. list #22, bid deadline Sept. 3. Cetinka, Tvornica za preradu plasticnih masa, Sektor Uvoza-Izvoza, Split/Trilj.★ (Telephone: 202-967-5585).

356 General industrial machinery

AFGHANISTAN—Diesel-powered water pumps for drawing water from wells 50-200 meters deep. Hamidi Department Store (retailer), Jade Maiwand, Kabul. WTD 6/68.

AUSTRALIA—Gas generator, capable of generating hydrogen sulphide gas from powdered sulphur and distillate or alternatively a hydrogen generator coupled to a liquid sulphur atomizer. Desired output approximately one pound of gas per minute; gas must be free of impurities but not necessarily dry. Prefer unit be portable. M. Baral Pty. Ltd. (agent, manufacturer), 127 York St., Sydney, 2000. WTD 3/68.

FRANCE—Hydraulic gear, piston and blade pumps. Direct purchase and agency. Requests replies in French or German. Efrapo, S.A. (importing wholesaler), 3 Rue Spielmann, 67 Strasbourg. WTD 6/68.

ITALY—Irrigation pumps, compressors. Direct purchase and agency. Requests replies in Italian. Guercio (wholesaler, agent), Piazza del Popolo 16/17, 96016 Lentini (Siracusa). WTD 6/68.

357 Office, computing, accounting machines

AUSTRALIA—Computer systems particularly applicable for educational purposes; teaching machines and programs, not electric; electronic equipment for educational testing and test analyses. Leaflets, prices requested. Dr. G. R. Meyers, Dir., Center for Advancement of Teaching, Macquarie University, North Ryde, NSW 2113.

GERMANY—Accessories for punchcard installations and electronic data processing

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 9028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Tel. 588-977.

HOUSTON, TEX., 77002, 3102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Bldg., 350 Fifth Ave. Area Code 212 Tel. 563-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

equipment. Direct purchase and agency. Georg Heine, Diplom-Volkswirt (importer, wholesaler, exporter), 7 Stuttgart, Smaragdweg 1. WTD 6/68.

All types of data processing equipment. Spezialdruckerei Wilhelm Staeudle KG (manufacturer, exporter, importer), 711 Oehringen, Haagweg 11. WTD 6/68.

358 Service industry machines

ETHIOPIA—Automatic car, truck and bus washing equipment. Capacity 250 cars per day. Requests descriptive catalogs, consumption per unit, terms of payment, quotations c.i.f. Ethiopian ports. Electricity 220 volts, 50 Hz. Di Bella Salvatore (exporter), P.O. Box 928, Addis Ababa. WTD in preparation.

SWEDEN—Ice cube makers; commercial toasters; other new machinery, equipment for restaurants. Agency and direct purchase. Maskinkonstruktioner AB (agent, wholesaler), Sten Sturegatan 17, S-411 39 Goteborg S. WTD 4/67.

359 Machinery

FRANCE—Flexible metal house and tubing for hydraulic piping systems. Direct purchase and agency. Requests replies in French or German. Efrapo, S.A. (importing wholesaler), 3 Rue Spielmann, 67 Strasbourg. WTD 6/68.

361 Electric transmission, distribution equipment

ISRAEL—Equipment for potting, impregnation of small electronic transformers. Elta Ltd., Lod Airport, Tel Aviv. Attn.: Head, Dept. of Transformers. WTD 11/67.

362 Electrical industrial apparatus

GHANA—Generating sets with rated capacity of from one to 125 KVA suitable for operation in tropical climate with average temperature of 90°, high relative humidity, altitude of less than 1000 ft. Generator and engine should be mounted on common base plate, include air-cooled diesel engine with electric starter, fuel tank and hours counter. Trans Africa Engineering & Motor Industry (Ghana) Ltd. (metal-working, vehicle assembly plant), P.O. Box 167, Accra. WTD 2/68.

NETHERLANDS—Electric, electronic, pneumatic and hydraulic process control equipment, devices, telecontrol equipment, electric power relays, static switching and elimination equipment. Direct purchase and exclusive representation. Vonk N.V. (importer, manufacturer, sales agent), 16 De Holvert, Coevorden. WTD 6/67.

Machines, equipment, accessories for resistance welding; semi-conducter manufacture. Seeks representation for Netherlands or possibly other European countries, license manufacture not excluded. Lastechnische Onderneming Weld-Equip N.V. (manufacturer, importing distributor), Mr. H. M. Vroomans, P.O. Box 164 Helmond. WTD 5/68.

363 Household appliances

AFGHANISTAN—New electrical home appliances, including washing machines and refrigerators; all 220 volts, 50 cycles. Hamidi Department Store (retailer), Jade Maiwand, Kabul. WTD 6/68.

365 Radio, television receiving sets

AFGHANISTAN—Phonograph record players, records. Hamidi Dept. Store (retailer), Jade Maiwand, Kabul. WTD 6/68.

AUSTRALIA—Complete language laboratory systems. Leaflets, prices requested. Dr. G. R. Meyers, Dir., Center for Advancement of Teaching, Macquarie University, North Ryde, NSW 2113.

SWEDEN—Equipment for playing taped background music for cartridges with six hours capacity. Direct purchase and agency. Pan-Nordic Automation AB (agent), Box 8, S-430 40 Saro. WTD 6/68.

366 Communication equipment

AUSTRALIA—Closed circuit television equipment, particularly application for use in education. Leaflets, prices requested. Dr. G. R. Meyers, Dir., Center for Advancement of Teaching, Macquarie University, North Ryde, NSW 2113.

NETHERLANDS—Telecommunication, telecontrol instruments, equipment. Direct purchase and exclusive representation. Vonk N.V. (manufacturer, importer, sales agent), 16 De Holvert, Coevorden. WTD 6/67.

SWEDEN—Closed circuit television systems for industrial security. Vaktbolaget Argus AB (industrial security service), Fiskhamnsgatan 10, S-414 55 Goteborg. WTD 3/67.

Citizens, business band transceivers, antennas. Agency and direct purchase. Speed-Motor (wholesaler, agent), Box 5155, S-200 71 Malmo 5. WTD 2/67.

367 Electronic components, accessories

NETHERLANDS—Relays, for electronic use. Direct purchase and exclusive representation. Vonk N.V. (manufacturer, importer, sales agent), 16 De Holvert, Coevorden. WTD 6/67.

369 Electrical machinery, equipment, supplies

PAKISTAN—Electromedical, electrotherapeutic apparatus. Firm wishes to import under its own licenses as well as to work as commission agent for U.S. manufacturers/exporters. Hakeem Medico (Regd.) (importer commission agent), 81 Temple Road, P.O. Box 598, Lahore. WTD 4/68.

371 Motor vehicles, motor vehicle equipment

GHANA—Component parts for assembling trailers for agricultural, industrial equipment; capacity from one to 8 tons; 2 & 4 wheel trailers, both slow and fast moving. Desired components are: wheels from 10" to 16", both steering and fixed; square or tubular axles; springs complete with fasteners; pneumatic and hand brakes; turntables; hitches. Trans Africa Engineering & Motor Industry (Ghana) Ltd. (metalworking, vehicle assembly plant), P.O. Box 167, Accra. WTD 2/68.

NETHERLANDS—Automotive parts, accessories. Direct purchase and representations for Common Market, EFTA countries. D. de Haan N.V. (manufacturer, exporter), 70 Amersfoortsestraat, P.O. Box 18, Soesterberg. WTD 6/68.

SWITZERLAND—Automotive accessories. Agency and direct purchase. Exedi AG (importer, distributor), Klingentalstrasse 87, 4057 Basel. Attn: Alain G. Haecky. WTD 6/68.

373 Ship building, repairing

NETHERLANDS—Sailboats, runabouts, Representations, agencies or direct purchase for sale in Benelux countries. Rien van den Broeke, Caravan-Import (importing distributor), 212 Nw. Loosdrechtsedijk, P.O. 56, Nieuw Loosdrecht. WTD 6/68.

379 Transportation equipment

NETHERLANDS—Housetrailers. Representations, agencies or direct purchase for sale in Benelux countries. Rien van den Broeke, Caravan-Import (importing distributor), 212 Nw. Loosdrechtsedijk, P.O. Box 56, Nieuw Loosdrecht. WTD 6/68.

SWEDEN—Steel wheel rims for trucks, truck trailers; directly from pressing plants. Agency and direct purchase. Broson, Broderna Oskarssons AB, (manufacturer, wholesaler, agent), Vargarda. WTD in preparation.

382 Instruments for measuring controlling, indicating physical characteristics

● **KOREA**—Supply of communication equipment testing apparatus including: couples; tension gauges; comparators; wave curve tracers; return loss, cross-talk, and impedance measuring sets; psophometers; voice generator; standard level meter; selective level measuring set; filters; attenuators; switching units; synthesizer. Tender No. KFX-8076-S, bid deadline July 19. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-967-2939).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

384 Surgical, medical, dental instruments

MOROCCO—Medical, surgical, laboratory equipment apparatus, accessories. Direct purchase and agency. Quotations Casablanca. Cooper-Maroc (Societe Marocaine de Cooperation Pharmaceutique), importer, manufacturer), 41 Rue Mohamed Diouri, Casablanca. WTD 5/68.

386 Photographic equipment

AUSTRALIA—Single unit which incorporates slide projector that operates in synchronization with tape player which is an integral part of equipment. Unit must be simple to operate so as to permit use by students. Leaflets, prices desired. Mr. Douglas MacLennan, Senior Graduate Assistant, Office of the Deputy Principal, The University of Sydney, Sydney, NSW 2000.

391 Jewelry, silverware, plated ware

NETHERLANDS—Silver, silver plated articles, premium and gift articles. Direct purchase and exclusive representations for Benelux countries, Germany requested. N.V. Koninklijke van Kempen & Begeer (manufacturer, importer, exporter), P.O. Box 41, Zeist. WTD 6/68.

394 Toys, amusement, sporting goods

AUSTRALIA—Sport fishing tackle. Swaco (agent, distributor, importer), P.O. Box 9, Sans Souci, NSW 2219. WTD 6/68.

Rubber or similar roller skate wheels with

steel cup inserts. Sample, prices requested. Direct purchase and agency. L. H. Nicholas Pty. Ltd. (manufacturer, retailer, exporter, distributor), 1A Ada Lane, Erskineville, NSW 2043. WTD 6/68.

SWEDEN—Model construction sets, airplanes, ships, trains; wood and plastic hobby kits. Kronblad Trading AB (agent, distributor, importer), 15 Skogsloparvagen, S-163 03 Spanga. WTD 2/68.

SWITZERLAND—Toys, games, novelties. Agency and direct purchase. Exedi AG (importer, distributor), Klingentalstrasse 87, 4057 Basel. Attn: Alain G. Haecky. WTD 6/68.

396 Costume jewelry, novelties, buttons, notions

NETHERLANDS—Plastic headed pins. Direct purchase and exclusive distributorship for Benelux countries. N.V. Isi (importing agent), 69 Middelhorsterweg, Haren (Gr). WTD 6/68.

399 Manufacturing industries

SWITZERLAND—Giftware, decorative articles, novelties. Agency and direct purchase. Exedi AG (importer, distributor), Klingentalstrasse 87, 4057 Basel. Attn: Alain G. Haecky. WTD 6/68.

505 Farm products—raw materials

BRAZIL—Livestock; dairy cattle, beef cattle, hogs, sheep. Manibra Industrial e Exportadora Ltda. (sales agent), Rua Florencio de Abreu 157, 10° andar, conjunto 1006-A, Sao Paulo. WTD 11/67.

Ecuador announces plans for highway project

The Ecuadorian Ministry of Public Works has called for bids for the construction of the Guanujo-Guaranda-Puebloviejo-Montalvo Highway, divided into four sections: 1) Guanujo-Guaranda-San Miguel; 2) San Miguel-Cochabamba-Copalillos; 3) Copalillos-Caluma; 4) Puebloviejo-Caluma-Montalvo-Balzapamba. Bid deadline is Aug. 7.

Financing of the highway construction will be through Ecuadorian Government sucre and dollar bond issues.

Specifications are available from the Secretaria del Comite de Licitaciones, Ministerio de Obras Publicas, Calle Chile 1267, Quito, Ecuador, upon payment of 2,000 sucres (approx. $87) for each section of highway to be constructed. General highway construction specifications FP-61, May 1961, are available upon payment of 100 sucres (approx. $5.00). Air mail postal charges will be added to the foregoing costs. Correspondence is preferred in Spanish, using only forms furnished by the Ministry.

Libya seeks bids on pipes

Citexco, P.O. Box 248, Tripoli, Libya, a well established firm, is interested in receiving quotations on cast iron pipes, 6 to 18 in. diameter, for sewerage system and on steel pipes, 6 to 8 in. diameter, for potable water system, each approximately 30 miles.

This equipment will be required for a proposed irrigation scheme for which bids are expected to be invited by the end of July.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

203 Canning, preserving foods

AUSTRALIA—Canned goods, specifically sour cherries in syrup, 30oz. jars; red pitted cherries, 16oz. cans—one gallon cans; mixed pickles, 15oz.-30oz. jars; all types sandwich spreads, 1¼oz.-1½oz. jars; all types pie fillings, 15oz. cans or jars; gherkins and cucumbers (separately), 30oz. jars. Kian Gwan (Australia) Pty. Ltd. (distributor, exporter, importer), Eldon Chambers, G.P.O. Box 4919, Sydney, 2001. WTD 5/68.

205 Bakery products

AUSTRALIA—Fancy biscuits in tins or cellophane. Kian Gwan (Australia) Pty. Ltd. (distributor, exporter, importer), Eldon Chambers, G.P.O. Box 4919, Sydney, NSW 2001. WTD 5-68.

221 Broad woven fabric mills, cotton

CANADA—Cotton fabrics. Ageco Overseas Trading Ltd. (manufacturers' agent), 6650 Darlington, Montreal, Quebec. WTD 6/68.

ITALY—Shirting, sheeting and apparel fabrics, cotton. Giovanni & Giuseppe Stampa (sales agent), 45 Piazza Mercato, 80133 Napoli. WTD 6/68.

222 Broad woven fabric mills, man-made fiber, silk

CANADA—Broad woven fabrics of man-made fiber. Ageco Overseas Trading Ltd. (manufacturers' agent), 6650 Darlington, Montreal, Quebec. WTD 6/68.

223 Broad woven fabric mills, wool

CANADA—Woolen fabrics. Ageco Overseas Trading Ltd. (manufacturers' agent), 6650 Darlington, Montreal, Quebec. WTD 6/68.

224 Narrow fabrics, other smallwares mills

CANADA—Narrow fabrics. Ageco Overseas Trading Ltd. (manufacturers' agent), 6650 Darlington, Montreal, Quebec. WTD 6/68.

228 Yarn, thread mills, products

CANADA—Natural, man-made yarns. Ageco Overseas Trading Ltd. (manufacturers' agent), 6650 Darlington, Montreal, Quebec. WTD 6/68.

232 Men's, youths', boys' furnishings, work clothing

HONG KONG—Men's knitted cotton or synthetic sports shirts, swimwear, beachwear. Paul Bennett (H.K.), Ltd. (importer, wholesaler, agent), P.O. Box 569. Cable: BENKNIT. WTD 3/68.

233 Women's, misses', juniors outerwear

HONG KONG—Ladies knitted cotton or synthetic sportwear, swimwear. Paul Bennett (H.K.), Ltd. (importer, wholesaler. agent), P.O. Box 569. Cable: BENKNIT. WTD 3/68.

273 Books

PORTUGAL—Textbooks: technical, scientific, professional books, general reading, other books. Livraria Bertrand S.A.R.L. (importer, wholesaler, dealer), Rua Joao de Deus, Venda Nova, Amadora. WTD 9/67.

354 Metalworking machinery

VENEZUELA—Electric portable tools, 110 v, 50/60 cycles. Sales agency for entire country. Ruhando, S.R.L. (sales agency), Apartado 13127 Nueva Granada, Caracas. WTD 2/68.

356 General industrial machinery

VENEZUELA—Compressors; hydraulic jacks. Sales agency for entire country. Ruhando, S.R.L. (sales agency), Apartado 13127 Nueva Granada, Caracas. WTD 2/68.

358 Service industry machines

VENEZUELA—Compressors for refrigeration equipment. Sales agency for entire country. Ruhando, S.R.L. (sales agency), Apartado 13127 Nueva Granada, Caracas. WTD 2/68.

363 Household appliances

NETHERLANDS—Small electric household appliances such as electric knives, knife sharpeners, coffee grinders, coffee makers, fruit presses, mixers, novelties. Exclusive representation. Descriptive literature, c.i.f. quotations Amsterdam or Rotterdam required. TEL International N.V. (importer, sales agent, wholesaler), 92 Herenweg, Heemstede. WTD 4/67.

366 Communication equipment

AUSTRALIA — Intercommunication equipment, telephone monitoring equipment, related electronic communication equipment. Alcozip Australia Pty. Ltd. (importer, distributor), Suite 4, Charles House, 194 Miller St., North Sydney, NSW 2060. WTD 5/68.

NETHERLANDS—Traffic signaling and detection equipment, micro-wave components and equipment. Representations for Benelux countries. A.G.O., Verenigde Ingenieurs- en Handelsbureaux (agent, installer), 52 Pruisische Veldweg, Hengelo (O). WTD 5/68.

367 Electronic components, accessories

NETHERLANDS—Thin film circuitry components. Agencies for the Benelux countries requested. A.G.O., Verenigde Ingenieurs- en Handelsbureaux (importer,agent), 52 Pruisische Veldweg, Hengelo (O). WTD 5/68.

SPAIN—All classes of electronic components, accessories, especially used for teaching purposes, professional training schools. Suministros Industriales "Garpegui" (distributor), Nicolas Usera 84, Madrid (19). WTD 6/68.

371 Motor vehicles, motor vehicle equipment

NETHERLANDS—Automotive accessories. Exclusive representations for Benelux countries. N.V. Cytex (importer), 311 Singel, Amsterdam. WTD 5/68.

383 Optical instruments, lenses

NETHERLANDS—Fibre optics. Agencies for Benelux countries. A.G.O., Verenigde Ingenieurs- en Handelsbureaux (importer, agent), 52 Pruisische Veldweg, Hengelo (O). WTD 5/68.

384 Surgical, medical, dental instruments

VENEZUELA—Industrial safety equipment. Sales agency for entire country. Ruhando, S.R.L. (sales agency), Apartado 13127 Nueva Granada, Caracas. WTD 2/68.

399 Manufacturing industries

SWEDEN—Coin operated amusement machines such as slot machines. Pan-Nordic Automation AB (agent), Box 8, S-430 40 Saro. WTD 6/68.

739 Business services

AUSTRALIA—Firm wishes to represent reputable U.S. confirming house capable of financing substantial import, export transactions. Marsman, McDowell & Co. Pty. Ltd. (agent, importer), G.P.O. Box 1828, Sydney, NSW 2001. WTD 6/68.

SPAIN—Sales and accountancy controls, other reports on production, sales, patent rights in Spain, particularly for those U.S. firms which have granted manufacturing licenses to Spanish firms. Matorcal, S.A. (business consultants), Alonso Cano 65, Madrid (3). WTD 5/68.

891 Engineering services

ETHIOPIA—Representative to inform contractors of forthcoming construction projects, and to act as liaison during preliminary negotiations for such projects as highway, street construction, heavy construction, dam projects. General Industrial & Commercial Pvt. Ltd. Co. (commission agent), P.O. Box 2240, Addis Ababa. WTD 1/68.

Leads for Importers

Commodities are offered direct unless specified

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Quartz suitable for utilization by manufacturers of optical goods, laser scientific, engineering instruments, related industries. Kaolins & Pates Ceramiques du Limousin (manufacturer, wholesaler), 50 Blvd. Gambetta; 87- Limoges, Haute-Vienne. WTD 5/68.

386 Photographic equipment

FRANCE—Photographic equipment: photoengraving machines; photocopying machines; reproduction equipment and supplies, including furniture and processing devices, such as reproduction cameras, related apparatus, complete units (i.e., camera, printing block and development block); printing boxes; direct and diffused lighting insolation laboratory lamps; photographic pneumatic frames and chassis; 3-section development tanks, drying cabinets; thermoelectric temperature control devices ('bain-marie', equipped with thermostat), related lines. Descriptive leaflets (in English), price lists, upon request. Seripho, S.A. (manufacturer), 84-86 Rue Condorcet; 33-Bordeaux, Gironde. WTD 8/67.

504 Groceries

AFGHANISTAN—Cumin-seeds, coriander. Helmandi Company (importer, exporter, manufacturer), P.O. Box 316, Kabul. WTD 4/68.

Canada awards listed

A list of firms awarded contracts by various Canadian government agencies (Transport, Public Works, Defense) during April and May is available on loan to U.S. firms from the U.S. Department of Commerce, International Liaison and Trade Opportunities Staff, BDSA-618, Washington, D.C. 20230.

Animal feed mixing plant planned for Ethiopia

The Ministry of Agriculture, Imperial Ethiopian Government, P.O. Box 1232, Addis Ababa, has issued preliminary specifications (#136393/60) for a continuous operating animal feed mixing plant with a 1 to 1.2 ton per hour capacity of product.

The plant should be able to handle the following items which are available locally: cereals, legumes, oil cakes, brewers' products, and abattoir products, in dry form.

The Ministry is interested in an immediate expression of interest from potential suppliers.

Additional details are available from the General Industrial Equipment and Components Division, BDSA-588, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-5589.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—A $4 million incinerator plant is in the preliminary planning stage in Sydney, Australia.

The new facility will be designed to process a minimum of 1400 tons of sewage a week and will serve three to four communities in Sydney's Eastern Shore suburban area.

American firms wishing further information on the project are advised to write directly to Mr. H. K. Toner, Chief Health and Building Inspector, Waverly Municipal Council, Bondi Road, Waverly, N.S.W. 2024.

BRAZIL—Leo Berthold, Torque S.A. Industria e Comercio de Maquinas Electricas, Rua Barao de Itapetininga, 275, 4° andar, Sao Paulo, **interested in meeting U.S. manufacturers of cranes and hoists to discuss licensing agreement.** Mid-July via New York for 2-3 weeks. c/o Hotel Schuyler, 57 W. 45th St., New York, N.Y. 10036. Itinerary: New York; Alliance, Ohio. WTD 4/67.

CHILE—Mario Rodriguez, Productos Industriales de Acero, San Camilo 640, Santiago, **interested in license to manufacture electrical ventilators, exhaust fans, allied equipment.** July 7 via New York for three weeks. c/o Rene Laure, 1748 N. Drury Lane, Arlington Heights, Ill. 60004. Itinerary: Miami, Washington, New York, Chicago. WTD in preparation.

NICARAGUA—A major expansion of Nicaragua's electric power supply will be undertaken with the assistance of a $15.25 million loan from the World Bank.

The project consists of the addition of a 40-megawatt unit at the existing 30-megawatt thermal plant in Managua; the construction of a new 50-megawatt hydroelectric plant, known as Santa Barbara, on the Viejo River; and transmission facilities to connect the Santa Barbara plant with the integrated transmission system.

Total estimated cost is approximately $24.7 million. Equipment and materials will be procured on the basis of international competitive bidding. U. S. firms interested in further information should write directly to *Empresa Nacional de Luz y Fuerza* (ENALUF), Managua, Nicaragua.

THAILAND—The Government of Thailand is undertaking the **construction and improvement of two high priority highways totaling about 300 miles,** which form part of the arterial links between Bangkok and the northern and northwestern regions of Thailand and cross some of the most fertile agricultural lands of the Central Plain.

The Bang Pa In-Nakorn Sawan highway will closely follow the east bank of the Chao Phraya, the principal river of Thailand, and will be about 62 miles shorter than the present alignment.

The construction of the Saraburi-Lomsak highway on a new alignment will shorten the distance between these two towns by some 31 miles. Also included is the detailed engineering of about 405 miles of feeder roads which have been given priority, because of their potential for agricultural development in the areas served.

The project is scheduled for completion in four and one-half years at a total estimated cost equivalent to about $60 million.

A $29 million World Bank Loan will cover the foreign exchange costs of the road works, consulting services and the overseas training of senior staff from the Department of Highways. The balance of the funds required will be provided by the Thai Government.

Construction work will be carried out under unit price contracts awarded after international competitive bidding.

New Books and Reports

***29th Annual Report of the Foreign-Trade Zones Board to the Congress of the United States.* Published by the U.S. Foreign-Trade Zones Board. Washington, D.C. 1968. 62pp. 45 cents.**

This report covers the operation of the Foreign-Trade Zones at New York, New Orleans, San Francisco, Seattle, Toledo, Honolulu, and Mayaguez, Puerto Rico, and sub-zones at San Francisco and Penuelas, Puerto Rico. Information is included on the pending zone at Bay County, Mich., and sub-zones at Bay County and Taft, La.

Foreign-Trade Zones offer the advantages of a U.S. location with other advantages usually found only when operating abroad. Attention is focused on the U.S. Foreign-Trade Zone as an alternative to establishing manufacturing and marketing activities overseas. During fiscal 1967 the zones served 1,062 business firms, including 122 which occupied zone facilities on a permanent basis or for extended periods.

Write: Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

***International Business Enterprise.* By Endel J. Kolde. Published by Prentice-Hall, Inc. Englewood Cliffs, N.J. 665pp. $10.95.**

This comprehensive book is designed primarily as a college textbook in the new field of international business. As such, it provides overall perspective for the entire field rather than being exhaustive in any one.

Its basic concept is that international business is a separate field, related to but different from international economics or international marketing. Pointing out that economics is "theory centered," the author, who is Professor of International Business at the University of Washington, defines business as "reality centered" and considers it broader in concept than economics.

The volume is divided into: general concepts; financial structures and processes of international business; organizational structures and processes; multinational management; strategies, policies and problems; environmental dynamics—international integration; and environmental dynamics—developing areas. Both economic and business concepts and subjects are considered.

Such subjects as the international resource base, the theory of trade, tariffs, the international monetary system, and balance-of-payments equilibrium are balanced with coverage of the organizational structure of multinational firms, intracompany international pricing, and method analysis for company international investment decisions.

The book contains illustrative charts, graphs, tables and a bibliography.

Write: Prentice-Hall, Inc., Englewood Cliffs, N.J. 07632.

***West German Aid to Developing Nations.* By Jack L. Knusel. Published by Frederick A. Praeger. New York. 1968. 214pp. $12.50.**

The objective of this book is to examine the relation of German aid to the German economy.

The author's study includes the following subjects: the relationship of German aid to trade; components of German development aid; and structure and flow of German capital aid. In a comparative analysis, he draws a parallel between the German aid programs and the aid programs of France, Great Britain and the United States.

The author, professor of Economics at Wisconsin State University at Whitewater finds the German aid program run at a high level of technical competence and efficiency. Emphasis is placed on the use of private initiative in combination with government financing.

Extensive charts, tables, appendixes and a bibliography are included in this work.

Write: Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Australia Newsletter available to readers

The *Australia Newsletter*, published by the Victoria Promotion Committee, Melbourne, Victoria, Australia, is available free to interested financial and commercial firms. The monthly *Newsletter* contains information on commercial and industrial ventures, government actions, economic activity and statistics.

For a sample copy or a subscription, **write:** Sidney Morrell & Co., 152 East 78th St., New York, N.Y. 10021.

New computerized service of Census Bureau supplies commodity trade data

The Foreign Trade Division of the Bureau of the Census has announced a monthly computerized service called FORTRADS (Foreign Trade Data Service), custom-tailored for users of U.S. foreign trade statistics.

The service will begin with July 1968 statistics. The monthly reports will be issued approximately 35 days after the end of the month covered in the report.

FORTRADS is planned for those who are primarily interested in obtaining statistics in terms of their own selection of groups and subgroups of commodities. These are combinations of Schedule B commodities for exports, and combinations of Tariff Schedules of the United States Annotated (TSUSA) commodities for imports.

The service will include the preparation of the following three tables presenting current month and cumulative (January-to-date) data:

Table 1—Commodity: Value and quantity for each commodity group, subgroup, and individual Schedule B or TSUSA classification as requested by subscriber.

Table 2—Commodity by Country Group and Country: Value and/or quantity for each commodity group and subgroup in Table 1 by country group and individual country within each country group as requested. The country group will be selected by the subscriber.

Table 3—Commodity by U.S. Customs District Group and Customs District: Value and/or quantity for each commodity group and subgroup in Table 1 by customs district group and individual customs district within each district group as requested. The customs district group will be selected by the subscriber.

The cost of the service is determined by the number of Schedule B or TSUSA classifications included in the commodity groups requested. For 1-25 Schedule B or TSUSA classifications, the cost would be $250; for 26-50 commodities, $400; for 51-75 commodities, $575. These costs cover six monthly 1968 reports, beginning with the July 1968 statistics.

Separate subscriptions are required for export and import data. For further details, **write:** Foreign Trade Division, Bureau of the Census, Washington, D.C. 20233.

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Calendar *for international traders*

BOSTON—July 24—Foreign Direct Investment conference. Enterprise Room, State St. Bank & Trust Co., 225 Franklin St. Sponsor: Commerce Field Office.

BOSTON—Aug. 1—Businessmen's Consultation, **Malcolm Thompson, Economic Officer, Istanbul.** Sponsor: Commerce Field Office.

BOSTON—Aug. 5-6—Businessmen's Consultation, **Jerome R. LaVallee, Commercial Attache, Brussels.** Sponsor: Commerce Field Office.

CHARLESTON, W. Va.—July 24—Documentation & Procedure Requirements for Exports, Federal Bldg., 10 a.m. Sponsors: Commerce Field Office, REEC, Chamber of Commerce, Small Business Admin.

CHICAGO—July 24—In-Office Meeting. Sponsor: Commerce Field Office.

CHICAGO—Aug. 13—Automotive Exporters' Club of Chicago, Builders Bldg.

CINCINNATI—July 22—Businessmen's Consultation, **Dorothy M. Jester, Economic Officer, Mexico City.** Sponsor: Commerce Field Office.

CLEVELAND—July 24—International Trade Seminar on EFTA, Conference Room, Greater Cleveland Growth Assn, 10:30 a.m. Sponsors: Commerce Field Office, REEC, World Trade Assn.

DENVER—July 29—Businessmen's Consultation, **Dorothy M. Jester, Economic Officer, Mexico City.** Sponsor: Commerce Field Office.

DETROIT—July 23—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

HARTFORD—July 16-17—Businessmen's Consultation, **John A. Boyle, Economic Officer, Antwerp.** Sponsor: Commerce Field Office.

HONOLULU—July 17—Businessmen's Consultation, **James Savery, Economic & Commercial Officer, to Hong Kong.** Sponsor: Commerce Field Office.

Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

HONOLULU—Aug. 21—Export-Import Workshop, Suite 286, Alexander Young Bldg. Sponsors: Commerce Field Office, Small Business Admin.

HUNTINGTON, W. Va.—Aug. 7—Documentation & Procedure Requirements for Exports, Conference Room, Greater Huntington Chamber of Commerce, 10 a.m. Sponsors: Commerce Charleston Field Office, REEC, Small Business Admin., Chamber of Commerce.

KANSAS CITY—July 25—In-Office Workshop for Exporters, Federal Office Bldg., 2-4 p.m. Sponsors: Commerce Field Office, REEC.

KANSAS CITY—July 25—Businessmen's Consultation, **Dorothy M. Jester, Economic Officer, Mexico City.** Sponsor: Commerce Field Office.

MEMPHIS—July 17—Export Forum, Mid-South Exporters' Roundtable, Hotel Sheraton-Peabody.

MINNEAPOLIS—July 16—Workshop on Export Packing & Crating, Room B-29, Federal Courts Bldg., 9:30 a.m. Sponsors: Commerce Field Office, REEC.

MINNEAPOLIS—July 25—Workshop on Marine Insurance on Export Cargo, Room B-29, Federal Courts Bldg., 9:30 a.m. Sponsors: Commerce Field Office, REEC.

NEW YORK—July 29-30—Businessmen's Consultation, **Jerome R. LaVallee, Commercial Attache, Brussels.** Sponsor: Commerce Field Office.

PARKERSBURG, W. Va.—Aug. 21—Documentation & Procedure Requirements for Exports, Conference Room, Greater Parkersburg Chamber of Commerce, 10 a.m. Sponsors: Commerce Charleston Field Office, Chamber of Commerce, REEC, Small Business Admin.

PITTSBURGH—July 23—In-Office Export Workshop, Commerce Field Office, 2 p.m. Sponsors: Commerce Field Office, REEC.

PITTSBURGH—July 25—Office of Foreign Direct Investment conference for international management. Sponsor: Commerce Field Office.

PITTSBURGH—Aug. 21—In-Office Export Workshop, Commerce Field Office, 2 p.m. Sponsors: Commerce Field Office, REEC.

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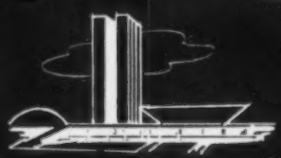

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Telephone or visit any Department of Commerce Field Office for complete information.